

Iraq's enmity for Syria delays hardline tactics against Egypt

Hardline Arab tactics against the peace initiative of President Sadat were being delayed last night by Iraq's intransigence at the Tripoli rejectionist summit. Baghdad's historic enmity for the Syrian regime was thought to be one reason for the failure to agree.

Economic boycott unlikely

From Damascus, Syria, Dec 4. Intransigence on the part of Iraq was delaying agreement by leaders of the six hard-line states of the Arab world on a programme aimed at undermining President Sadat's peace initiative with Israel.

As the third day of tough negotiations at the rejectionist summit drew to a close, the leaders of Libya, Syria, South Yemen, Algeria and the Palestine Liberation Organisation were awaiting the Iraqi delegation's approval of a series of political measures against the Egyptian Government.

It is understood that there is general agreement between the Arab leaders on an anti-Sadat front that would put pressure on the Egyptian President without harming the Egyptian people. For that reason, an economic boycott is thought unlikely despite Libyan demands for one.

Most of the discussions over the weekend were aimed at putting pressure on the Israelis to sign the agreement. Talks continued until the early hours of Sunday morning but the Iraqi delegation, led by Mr. Taha Zayid, were apparently insisting on rejection in the Final Communiqué of Resolution 242 of the United Nations which refers to withdrawal of the Israelis from Arab lands occupied during the 1967 war and provides for all the states

in the area to live within secure and recognised borders. Syria and the other more moderate states would prefer that the communiqué made no reference to United Nations resolutions.

Another, equally cogent, reason for the Iraqi stand was Baghdad's historic hatred for the Damascus regime. Though informed sources had been saying that the two old enemies were gradually moving closer during the conference, which has been meeting in non-stop sessions of up to eight hours, it was apparent that the idea of being seen in close alliance with the Syrians was proving too much.

In a dramatic move, which some interpreted as part of the pressure on Iraq, the Palestine Liberation Organisation called a press conference in mid-afternoon today to announce that all six factions of the PLO had agreed on a six-point programme which they asked the whole conference to accept.

The programme appeared to put the PLO back in the hard-line position which it adopted at Khartoum 10 years ago. At the press conference attended by all the PLO faction leaders except Mr. Yasser Arafat, who brought a letter to the national leaders, the PLO called for the rejection of all international peace conferences based on United Nations Resolutions 242 and 338, including Geneva.

It also reaffirmed that a Palestinian state would be established without peace agreements and without negotiations and demanded a political boycott of the Sadat Government. The PLO then called for the establishment of a "front of confrontation and defence" by all parties attending the summit and gave warning that it would expose any state at the summit which refused to join that front.

Conference sources were tonight expecting that, despite the plots and murders that have marked the 17 splits in the Baathist parties of Damascus and Baghdad since 1936, the Iraqi might eventually be persuaded to join the front because of the danger of their being excluded from the rejectionist fold and upstaged by Colonel Gaddafi, the Libyan leader, if they did not fall into line.

Colonel Gaddafi, who has obviously relished his role at the summit, was dressed in blue velvet jacket, green T-shirt and slacks for this afternoon's session. He has managed the demonstration of President Sadat's smoothness despite the obvious lack of enthusiasm by many of the "protesters" who have been brought into Tripoli by bus. If political ploys are to be used at the conference, the peace-loving Colonel Gaddafi is likely to collect most of them.

Egypt's call to US, page 6
Photograph, page 6

100 feared dead as hijacked jet crashes into swamp

Singapore, Dec 4.—A Malaysian airliner hijacked by Japanese Red Army terrorists crashed into a swampy area on the south coast of Malaysia tonight and all 100 people on board were feared killed.

Mr. V. Manickavasagam, the Malaysian Minister of Communications, said the Malaysian Airlines system (MAS) Boeing 737, carrying 93 passengers and seven crew, touched down briefly at Kuala Lumpur before taking off again for Singapore. The aircraft disappeared from radar screens at Singapore's Paya Lebar airport at 8.14 pm.

MAS said the hijackers had ordered the pilot to fly to Singapore, but the aircraft crashed on the Malaysian side of the Straits of Johore, which separated the island of Singapore from the Malaysian mainland.

There were eyewitness reports of explosions on board the aircraft before it came down. Rescue workers at the crash scene, near the village of Tuas, reported no sign of survivors. Bodies, baggage and debris from the aircraft were spread over a wide area.

Two Malaysian Air Force helicopters hovered overhead with their spotlights illuminating the grisly scene below. A young man who saw the

crash said the aircraft "shot upwards" was shaken by a loud explosion, burst into flames and disintegrated. The airliner was hijacked between the Malaysian island of Penang and the capital, Kuala Lumpur. The pilot radioed the control tower at Kuala Lumpur's Subang airport saying the aircraft had been taken over by Japanese Red Army men who were armed with explosives.

The airliner was on a scheduled flight from Penang to Kuala Lumpur and Singapore. Among the passengers were Danuk Ali Ahmad, the Malaysian Minister of Agriculture, and Mr. Mario Garcia Lachar, the new Cuban Ambassador to Malaysia, who was on a tour of the country after presenting his letters of credence.

An MAS official said the airliner was carrying 50 Malaysian Chinese, 16 Malays, seven Indians and 20 people of other nationalities.

The Japanese Red Army was involved in a spectacular hijacking in September when it seized a Japan Air Lines aircraft over India and forced it to fly to Dacca, Bangladesh. In exchange for 151 hostages, the Japanese Government handed over \$6m (£3.3m) in ransom together with six prisoners released from Japanese jails.

Mr. Frank Allau, a member of the Tribune group and vice-chairman of the Labour Party, said in a speech on Saturday that if the Government tried to block the "considerable" wage increases that workers were demanding the increases would still be won, but at the expense of strikes that could damage Labour's electoral chances.

He told a demonstration of firemen and other trade unionists in Manchester: "The Prime Minister should and his rigid ceiling on pay. It is doing, and will increasingly do, untold damage."

Mr. Barnett, Chief Secretary to the Treasury, said on Saturday, however, that Britain might throw away its chance of winning the economic battle in a "pay bonanza".

Mr. Peter Walker, the Conservative former Cabinet minister, challenged the Government yesterday to publish the secret list of companies against which sanctions have been imposed for going outside the pay guidelines.

Any student union which withdraws the use of its facilities from student Jewish societies will be in danger of being suspended from the National Union of Students after a decision taken last night at the union's national conference in Blackpool.

The union voted overwhelmingly to amend its constitution to enable the conference to deprive a member union of some or all of the rights and privileges of membership of the national union if it discriminates against any of its members on the grounds of race, religion or creed.

The change must be ratified by at least a two-thirds majority at the next national conference in April before it can take effect.

The motion, which was proposed by the union's national executive, was passed only after it had been amended to deprive the executive of the powers to propose, for itself to take the initial decision on whether a union should be suspended or deprived of some rights. As amended, the motion places that power in the hands of the conference.

It had been feared that giving the power to the executive might threaten the autonomy of the individual student unions.

Only one student union would be affected if the motion had immediate effect: the School of Arts in the college's Israeli Society.

Miss Susan Shipman, president of the national union, said after the vote: "We are delighted that the democratic framework of the NUS has been defended and strengthened by our conference. We have now won what we wanted to see, which is conference having the ability to suspend student unions denying democratic rights to their members."

M. Moshe Foreman, president of the Union of Jewish Students, said, however: "The decision gives only little comfort to Jewish students. No action will be taken before the next NUS conference against unions which have curtailed the rights of their members. We obviously cannot wait indefinitely for a solution and will continue our struggle through all political and legal means at our disposal."

Mr. Mohammed Abu-Koosh, president of the General Union, said: "We have now won what we wanted to see, which is conference having the ability to suspend student unions denying democratic rights to their members."

Continued on page 2, col 1

Government to make selective check on productivity pay deals

By Michael Hatfield
Political Reporter

Economic ministers have decided that there should be a selective check on productivity deals that have been approved by the Government to make sure that they are self-financing.

The checking will be done by the Department of Employment, which recently increased the size of its staff handling pay agreements. The checks will not begin until the new year because ministers believe that approved deals need to run for at least three months before any inquiry is made.

Selected companies will be asked to return to the department and show that the deals are self-financing and that pay increases have not pushed up unit costs and have not been passed on to the customer by price increases.

The decision is made as ministers come under increasing pressure from their left-wing supporters to curb the rigidity of the Government's attitude towards the policy of restricting rises in earnings to an average of a tenth.

There was no sign last night, for example, of an end to the firm's strike. In fact, it was being stated privately that one of the reasons for the Government's determination to stand firm was that any loosening of the tight rule on the firm's might involve a significant

local authority manual workers' wage demand.

Labour left-wingers are expressing concern on the Government tomorrow, when there is to be a special meeting of the Parliamentary Labour Party to discuss pay policy and cuts in public spending. Mr. Healey, the Chancellor, has said he intends to present.

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Emperor Bokassa, an admirer of Napoleon, was crowned amid great pomp in the Central

British troops arrive in riot-torn Bermuda

From Michael Leapman
Hamilton, Bermuda, Dec 4

It has been a dreadful weekend in Bermuda. While some lucky-draw heavy rain made last night calmer than the unruly nights of Thursday and Friday, the few people optimistic enough to predict a sudden cooling of the bitter outburst of anger among black youths protesting against Friday's hangings. Property worth millions of pounds has already been destroyed by the riot.

The arrival of 200 men of the Royal Regiment of Fusiliers—Queen's Division from Britain will help to relieve the pressure on the hard-pressed security forces. After a Cabinet meeting this morning, a minister said that the plan is for the troops to remain unobtrusive and not to patrol the streets in place of

the riot police, except in emergencies. This is presumably because of the Government's apprehension that the visible presence of British soldiers could worsen the temper of the demonstrators, who see as racial protest.

It is difficult, and might be dangerous, to get from the embittered young men any cogent motive for their three-day orgy of destruction. Reporters who tried to do so during a confrontation between the youths and police yesterday evening were threatened by a man wielding a machete who shouted: "Better get out of here. You're too white."

One or two others were prepared to articulate their feelings that the two murderers, both black, would not have been hanged but for the fact that

their victims were white and that they included a Governor of the island and a commissioner of police.

Moreover, the decision not to reprove the men as taken by a Government which, although it has both white and black members, is regarded as unrepresentative by the protesters.

The same Government has been in power since black people have been slaves," one source said. Another explained: "When you have a Government put in power by a foreign vote, this is what you get."

The ruling United Bermuda party has the overwhelming support of white voters, many of whom were born in Britain and elsewhere outside the island.

Yesterday afternoon's incident was the first serious daylight clash between the police and protesters. It occurred after a few cars had been stoned, their windows smashed, and a white man pulled from his motorcycle along Court Street in Hamilton.

This street is the centre of much of the island's illicit activity, notably the drug trade, and is in a part of the town where the police, even in the best of times, move with caution.

In these worst of times, they have been treating it as a no-go area, being content to cordon it off and stop the youths from moving into the capital's main shopping and hotel area.

After the attacks on the cars, though, police Land-Rovers, each containing six policemen with helmets, riot shields and

Public inquiry urged over Crown Agents

By Our Political Reporter

The Government will face demands in the Commons today for a public inquiry into the loss by the Crown Agents of more than £200m of taxpayers' money.

An emergency debate has been granted by the Speaker after the statement by Mrs. Hart, Minister for Overseas Development, in the Commons last week.

The demands for a public inquiry will come from Labour backbenchers and Opposition MPs. Mr. John Mendelson, Labour MP for Kensington, who successfully applied for a three-hour emergency debate, said yesterday: "I will demand that the inquiry should be held in public."

Mr. Martin Parris, the presiding magistrate at the inquest refused to call witnesses requested by the Biko lawyers such as Brigadier C. F. Zietman, chief of the security police and Major-General G. F. Kleinhaus, who investigated the death.

In a civil action however, the family's lawyers would be able to subpoena such witnesses.

Mr. Chetty said most of the 13 people, including relatives and friends of Mr. Biko, arrested in Soweto before Mr. Prime's verdict had now been freed. He believed four were still being held.—Reuter.

Biko family seeks damages from Government

Johannesburg, Dec 4.—The family of Steve Biko is to seek damages from the South African Government for the black leader's death from brain damage in a prison cell, a family lawyer said today.

An inquest verdict on Friday cleared security police of blame for Mr. Biko's death on September 12. Counsel for the family had maintained he received his head injuries when police beat him.

Today one of the family lawyers, Mr. Shum Chetty, said the claim would probably be made against Mr. James Kruger, Minister of Justice, Police and Prisons, and Mr. Schalk van der Merwe, Minister of Health.

A demand for damages would be presented in the next two months, Mr. Chetty said. If that was not successful summonses would be issued.

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Visit to Poland to discuss the ships deal

British Shipbuilders is sending a two-man delegation to Poland tomorrow to discuss the £115m Anglo-Polish deal. They will tell the Poles that four of the 24 vessels have still to be assigned to British shipyards. However, the delay caused by a continuing dispute at Swan Hunter on the Tyne does not seem to be worrying British Shipbuilders—the two men are going to Poland only to iron out details.

Page 17

Scotland Bill's air powers attacked

The Association of British Chambers of Commerce wants the Secretary of State for Trade to remove from the Scotland Bill the assembly's proposed powers to license airfields and aircraft, as otherwise civil aviation will be thrown into confusion, it says.

Suarez unity move

Senor Suarez, Spain's Prime Minister, has strengthened his position by persuading 11 of the 12 parties in the ruling Democratic Centre Union to dissolve and unite.

Page 5

EEC summit faces budget wrangle

A wrangle over contributions to the EEC budget and the size of grants from the Community's regional fund seems likely to dominate the meeting of heads of governments of the Nine opening in Brussels today. A change next year to a new unit of account would almost double Britain's gross contributions to about £1,380m.

Indian explosion

After an explosion at a heavy water plant about 200 miles north of Bombay, the plant has been closed down indefinitely. About 20 people received minor burns when a converter, extracting heavy hydrogen from ammonia gas, blew up.

Page 7

Dr Owen meets Mr Sithole

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Page 6

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Home News	2, 4	Church	16	TV & Radio	25
European News	5	Court	16	Theatre, etc	8, 9
Overseas News	6	Crossword	25	1978 Year	16
Agriculture	2	Engagements	26	Property	16
Appointments	16, 20	Features	8, 14	Sale Room	16
Arts	9	Letters	15, 18	Science	16
Business	17-22	Monday Book	9	Sport	11, 12

HOME NEWS

Firemen's leaders are expected to differ over strike tactics

By Donald Macintyre
Labour Reporter

Fire Brigades Union leaders are expected to be divided tomorrow over their next step for pursuing the strike, which enters its fourth week today.

The executive meets to consider moves in the light of Friday's decision by senior TUC leaders to reject the union's request for support in an all-out campaign against the 10 per cent limit on earnings in the public sector.

There appears to be no question of tomorrow's meeting even considering the recall of the national delegate conference, which would be needed to call off the strike unless the firemen's 30 per cent claim is met in full.

Executive members reported at the weekend that disappointment and anger at the TUC decision had not weakened the resolve of the 30,000 firemen on strike.

However, there will be differences of view on whether to resume talks on Wednesday with the local authority employers over a future pay formula. The employers' side of the national joint council for the fire service is meeting then and could meet the union afterwards.

Mr Terence Parry, the union's general secretary, is expected to argue that it should continue to explore every opening for talks and that agree-

ment on the formula remains in the firemen's interests.

But some executive members will argue that with firemen committed by the Eastbourne delegate conference to seek an immediate improvement on the 10 per cent offer from November 3 no useful purpose would be served in seeing the employers this week.

Mr Richard Foggie, the union's assistant general secretary, said last night: "If anything, the attitude of the TUC finance and general purposes committee has strengthened our members' determination. It does not alter our request to the affiliated unions for support." The response since letters were sent last week has been encouraging.

The union made clear last night that as a matter of policy it did not oppose employers, such as the Post Office, maintaining firewatching teams on their premises during the strike.

The Post Office announced on Saturday that it had suspended Mr Brian Murphy, who works at a Post Office supply depot in Birmingham, for three days for breaking his contract by telling the press that he and colleagues were being paid overtime for firewatching at night.

Liberal plea: Mr Steel, the union's general secretary, is expected to argue that it should continue to explore every opening for talks and that agree-

Government letter on pay angers councils

By Our Labour Staff

Local authority leaders will complain today to ministers that their independence as employers is being undermined by government insistence that public sector pay settlements must be referred to Whitehall before they are agreed with unions.

The associations of metropolitan authorities, of county councils and of district councils have sought today's meeting with Mr Shore, Secretary of State for the Environment, the senior minister responsible for local government finance.

The associations have responded angrily to a letter disclosed in *The Times* on Friday, which calls on public-sector employers to give 14 days' notice of any new or amended pay offers.

A meeting of the Local Authority Conditions of Service Advisory Board, which has been called for tomorrow, will hear a report back from today's talks, at which officials and ministers from other departments are also expected.

The associations' representatives are expected to say at today's meeting that, since they entirely accept the Government's 10 per cent limit on earnings, they should be trusted to reach their own deals.

One senior local authority representative who will be at today's meeting said last night: "The Government's attitude ranks when we have gone to such lengths to show to our members that we accept the pay policy and when the councils have to meet directly 40 per cent of the costs of settlements."

Mr Philip Knights, the chief constable, and his senior officers have decided to reduce the beat areas in size.

It was said yesterday that the force's C division was about a fifth under strength and the new men, all experienced officers but in no way "a team of hard men", would start work this week. The aim was to get even closer liaison between beat, panda car and CID officers.

An officer said: "There is no question of a softly, softly approach in this case, and it is hoped that the extra officers will have a deterrent effect. But where we are doing is only part of the answer. There has to be a combined effort between the social agencies."

Discrimination alleged, page 4

Last battle for retiring Whitehall chief

By Peter Hennessy

Sir Douglas Allen is about to fight one last Whitehall battle before retiring as Head of the Home Civil Service at the end of the month. His aim is to save the Civil Service Department from dismemberment or dissolution.

It has been under threat since the Commons Expenditure Committee recommended in September that the core of its work, the control of manpower and responsibility for Civil Service efficiency, be returned to the Treasury, whence it came in 1968 when the department was founded in the wake of the Fulton report.

Sir Douglas won the first round last week with the appointment of Sir Ian Bancroft as Permanent Secretary to the department and Head of the Home Civil Service. The Prime Minister had toyed with the idea of abolishing the post and giving responsibility for senior appointments to the most experienced permanent secretary of the day.

Another possibility considered by Mr Callaghan was leaving Sir John Herbecy, Permanent Secretary to the department, in charge temporarily while ministers pondered the ultimate fate of the department. Sir Ian's appointment, therefore, raised its chance of survival significantly.

Mr Callaghan has made clear that the reply to the Expenditure Committee, in the form of a White Paper in January, will be very much his own, although he will seek advice widely. The elevation of Sir Ian should not, therefore, be taken as precluding fundamental change, but anything substantial is thought unlikely until after a general election.

The Prime Minister has yet to appoint a Cabinet committee to consider the Expenditure Committee's recommendations. A group of permanent secretaries chaired by Sir Douglas Allen is almost ready, however, to provide ministers with the first draft of a reply.

In line with Whitehall tradition, they have not tried to preempt the prime ministerial prerogative on changes in the machinery of government. They have offered instead a number of options for the future structure of central government. They include:

1: Maintaining the status quo.
2: Removing responsibility for manpower and efficiency from the department to the Treasury.

behind the fourth option. He has devoted much effort this year to tightening up CSD-Treasury cooperation, and that has already led to a monthly meeting at deputy secretary level to ensure that Civil Service staff levels are in line with the Government's general economic objectives. The Treasury is represented by Mr Gordon Downey, the Civil Service Department by Mr Richard Wilding.

Sir Douglas believes the impetus given to career planning by the Fulton report would be undone if the department that enshrined the new emphasis on personnel management was wound up. He will probably emphasize the antagonism among the staff associations, already inflamed by pay and allied considerations.

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Leading article, page 16

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Sir Douglas Allen: Fight to save Civil Service Department

3: Combining the public expenditure divisions of the Treasury with the manpower divisions of the department to form a new department of management and budget.

4: Improving Treasury-CSD relationships on manpower and money while leaving departmental boundaries intact.

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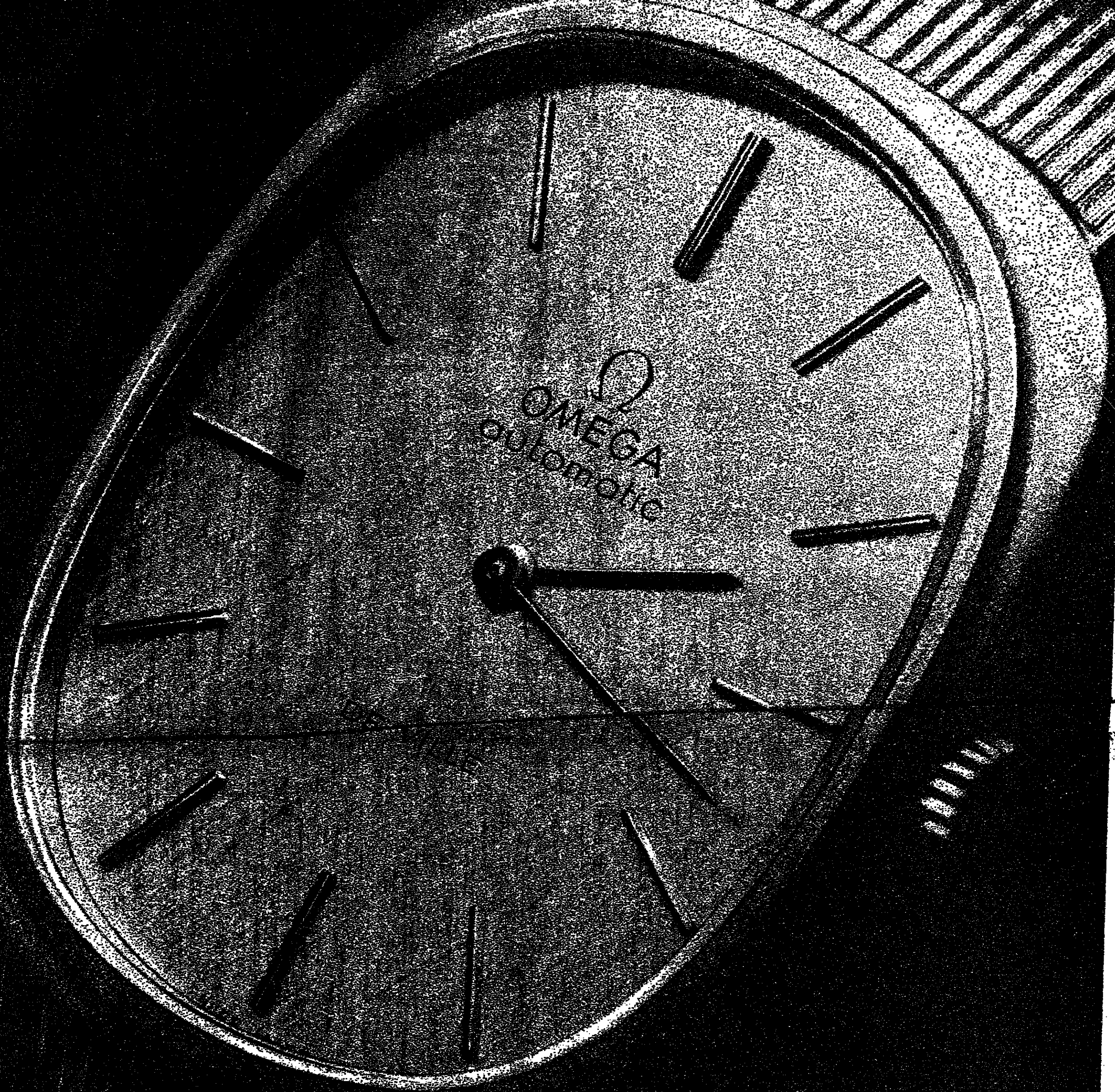
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Ω
OMEGA
Life time.



I looked across the table at her.

She had turned to say something to the waiter.
A shaft of light from the open doorway momentarily
played across her hair.

I consulted my Omega, for I am a precise man.
At two eighteen on a Friday afternoon, I, Edwin Miller,
middle-aged bachelor, was falling in love for the very first
time.

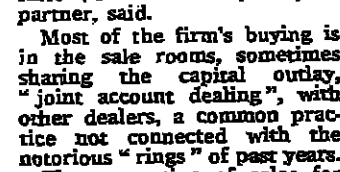
Discrimination behind liberal cloak, study of immigrants alleges

Smithfield eu

One striking fact about inner area difficulties was that no one seemed to talk of the reason for their existence and no one seemed to admit that the proposals put forward for solving them would make very little difference.

Trust strives to save Britain

Mr Green said he wanted to realize some capital at the time and it seemed a good deal. "But we get our finance from the usual place, the joint stock banks. We are not as financiers as people think", he told me. The secret of Green's success lies in selling very obviously



teenth to the early twentieth century, prints, drawings and sculptures, and has had an Oriental department for three years. Mr Paul Mellon, the great American collector, called when I was there.

Dealing, he said, is a highly personal business. "Bankers feel there should be a ready flow of ascertainable profits. It does not work like that." He and his partners do much travelling and German Dutch

An incorrigible campaigner and writer of letters to newspapers, he wishes more British solicitors knew the capital transfer tax advantages of buying pictures deemed to be

for successful use in schools in this country. They would include a later start, a less rigid approach, earlier theory and reading of music."

The Suzuki Investigation
Hertfordshire (Bedford Square Press, National Council

's dying theatres

The machine managers earn £50 for working one night a week from 4 pm until the early hours of the morning.

There were 27 pregnant women in prison on November 1944, and dates on which appeared in Hansard.

1960-61, 18.5 and 6.6; 1961-62, 24.3 and 11.3; 1970-71, 28.8 and 11.3; 1976-77, 19.8; 1977-78 31.3 and 22.7 percent of GDP.

Treasury, Nov 24

National Finance: Total Government Expenditure

dan's Theatre Campaign, and that will last until next spring.

The principal cases are the

The Palace at Plymouth,

lation to promote urgent discussions to get the Court reopened.

"Since then we have had the

If the NCCL wanted to change the law, it would have to join with other groups, in open government, except in cases when it interfered with personal privacy.

consider further spending cuts as well as increasing rates, she said.

had one student, Frank
tune several of his
general buttons, making
them up

WEST EUROPE

Refusal of British and Irish to pay large increases sets scene for undignified EEC budget dispute

From Michael Hornsby
Brussels, Dec 4

An undignified and mercenary wrangle over how much individual members should pay into the EEC Budget next year, and how much they should get back in grants from the Community's regional fund, seems likely to be the central event of the two-day summit meeting of heads of government of the Nine opening here tomorrow.

At the heart of the dispute is the refusal of the British and the Irish to accept in full the very sharp real increases in their budgetary contributions in 1978 and 1979, which would arise from the planned switch next year to a new unit of account for calculating the Budget.

In cash terms, Britain's estimated gross contribution this year of about £700m would almost double in 1978 to about £1,300m if the full implications of the new unit of account were accepted. This is what the Germans and most other members have been insisting on.

Britain, backed by the European Commission, considers that a fair contribution next year would be some £1,140m, still a substantial increase, but

£240m less than the maximum demanded by West Germany. The difference between the two sides is about the same for the 1979 contribution as well.

The disparity arises because the unit of account used at present for budgetary purposes is converted into national currencies at pre-1971 gold-based rates. Thus the pound is still deemed to be worth 2.4 units of account, against a value of only 1.5 in the new unit, which would be based on current market rates.

The British and Irish have made clear that they cannot accept the switch to the new unit of account if the result is a higher increase in their contributions than they would incur anyway as they move in annual steps towards a full role in 1980 in the Community's self-financing system.

Last month, EEC Budget ministers came close to agreement on an ingenious Belgian-Danish compromise. This would allow each member to calculate its contribution at the unit of account most favourable to it (in practice, everyone except the British and the Irish would pay less under the new unit of account).

The result would be a Budget deficit next year estimated at between 3.5 per cent and 4 per cent. This, the Danes suggest, could be met by a loan raised on the international capital market and repaid out of the Community Budget after 1980.

But legal experts in Brussels say that EEC rules do not permit the Community to run a deficit. Politically, neither the French nor the Germans appear happy about the compromise, which cannot in any case be disentangled from the separate dispute over the regional fund.

The Commission, backed by the British, the Irish, the Irish and the European Assembly, wants the resources available to the fund, which is designed to transfer wealth from the richer to the poorer regions of the Community, to be raised to £480m next year, from £230m in 1977.

The Germans say that this is far too big an increase, while the French are insisting that whatever the size of the fund, eventually agreed their share should be raised from 15 per cent to 21 per cent. The Italians, British and Irish are anxious to preserve their large existing shares of 40 per cent, 28 per cent and 6 per cent.

Señor Suárez consolidates his support

Ruling political groups in Spain agree to merge into one party

From William Chislett
Madrid, Dec 4

Señor Suárez, the Spanish Prime Minister, has persuaded all but one of the parties represented in his ruling Democratic Centre Union to dissolve themselves and form a single party.

The political committee made up of representatives from the federation of 12 parties, which constitute the Centre, agreed over the weekend to form one party. The committee gave the parties until next Saturday to dissolve themselves. Any who do not, it said, will be left at the margin of the Centre given that there cannot be double membership.

Only the Popular Democratic Party headed by Señor Ignacio Camus, the former Minister for the Cortes, who resigned in September, voted against the decision.

The Christian Democratic Party of Señor Fernando Alvarez de Miranda, the President of the Lower House, abstained in view of its decision not to disband "until the Centre adopts more of the Christian Democratic ideology". However it is believed that

Señor Alvarez de Miranda will now go along with the idea, given the overwhelming support for unity. He is reported to have obtained some concessions from Señor Suárez, particularly regarding educational subsidies.

Señor Suárez called the decision "enormously important for the consolidation of democracy". For months now, since the Centre was hastily formed before the June general election, there have been reports of "crises" in the Centre as Christian Democrats, Social Democrats, Liberals and the Prime Minister's Independents vied for their voices to be heard.

Psychologically the decision is important for Spaniards have come to think cynically of the Centre as being little more than a loosely-knit collection of self-perpetuating interests. Politically, with a view to municipal elections and most probably general elections next year, the Centre should be in a stronger position. Fresh general elections are likely after the constitution is approved next year.

Compared to the left the Centre is very badly organized, particularly in the provinces.

The only way such a grouping can hold together is by the member parties burying their differences, which are slight anyway and more a matter of personality clashes.

Señor Suárez, who himself has yet to declare precisely where he stands politically, has managed to bring some order into the Centre and as a result it is quite likely that the minor government reshuffle which he hinted at in October will now go ahead.

The Centre also agreed at its meeting to reconsider Article 3 of the draft of the new constitution, which declares that Spain will no longer be a confessional state. The Roman Catholic Church attacked this article last week.

The left has told the church to mind its own business, but the Centre is having second thoughts because its support for a considerable lessening of the church's influence could lose it votes to the right-wing Popular Alliance.

In Pamplona extreme right-wing and left-wing demonstrators clashed yesterday during a demonstration called in favour of including the province of Navarra in a statute of autonomy for the Basque country.

Dr Soares in need of Communist votes

Lisbon, Dec 4.—Dr Antonio Macedo, the Portuguese Socialist Party chairman, said today that Communist support for the minority Socialist Government in a crucial confidence vote in Parliament next week would be welcome.

Dr Mario Soares, the Prime Minister, may have to rely on such support if his 16-month-old Government is to survive over the issue of a tough economic austerity programme.

In a speech at Aveiro, 175 miles north of Lisbon, Dr Macedo said there was no difference between the votes of the 10 Communist deputies in the 263-member Assembly of the Republic and those of the 73-strong Social Democrats and the 41 Centre Democrats.

The two main opposition parties are expected to line up against Dr Soares at the end of a marathon 19-hour debate beginning on Tuesday morning and ending at midnight on Wednesday.

The Socialists can count on only 102 sure votes, and thus need Communist support or right-wing abstentions to survive.

Dr Alvaro Cunhal, the Communist leader, today repeated that his party would not give a blank cheque to the Socialists, whom he accuses of selling out to the right.

Dr Soares declared his intention of staking the life of his Cabinet on a confidence motion after failing to win approval from the Opposition on a national platform to beat the country's grave economic crisis.

After seeing President Eanes last night, the Prime Minister said the Government was "serene and calm" and would accept the verdict of Parliament whatever it was.—Reuter.

Dutch coalition agrees on Premier and Cabinet posts

From Robert Schul
Amsterdam, Dec 4

Mr Andries van Agt, the parliamentary leader of the Christian Democrats, and Minister of Justice in the outgoing Labour-Christian Democratic Government, is expected to be asked by Queen Juliana to form the new Government early in the week.

There was some doubt whether Mr van Agt, politically the most obvious choice to lead the right-of-centre coalition of Christian Democrats and conservative Liberals, would be prepared to do so. He is not an economist, and his Government will have to tackle a number of urgent economic problems.

The choice of Prime Minister was the final obstacle in the talks between the Christian Democrats and the Liberals. After earlier agreement on a programme, the parties reached agreement late on Friday on the allocation of portfolios.

The Christian Democrats will provide 10 Cabinet members, including the Prime Minister. Their portfolios include Justice, Finance, Defence, Social Affairs and Overseas Development. The Liberals will provide six Cabinet members.

The new Government will have a shaky base in Parliament as six left-wing Christian Democrats have refused to approve the pact with the Liberals. The new coalition can thus be certain of only 71 votes in the 150-seat parliament. The six dissenters are, however, prepared to judge the Government's actions on merit.

Pressure to end councils of Italian provinces

From Our Own Correspondent
Rome, Dec 4

Senator Gaetano Stamattei, Minister of the Treasury, is the most recent of a notable line of reformers to demand the abolition of the 94 provincial administrations in Italy.

His object is to save money and to put an end to an institution which shows every sign of having outlived its usefulness.

The regional governments, covering much wider areas, now have their full powers, while the municipalities are agreed to be an essential part of local government. It is they who have had to deal with many of the consequences of the widespread shift from the countryside to the towns.

The provinces are an intermediary stage of local administration with few powers or responsibilities to justify a separate level of organization. And they have increased their debts—250 per cent over the past ten years.

Historically the province was introduced into parts of Italy by Napoleon on the model of the French department. Each province elects a council every four years with between 24 and 45 members depending on the number of inhabitants. The council in turn elects an executive which deals with the comparatively small fields which are the province's responsibilities: some assistance to specially-supervised, orphaned and the mentally ill; and some responsibilities for health, such as the revocation of contagious diseases.

Their share of road maintenance amounts to about 4,000 miles and there are striking differences in the costs of such work. In the Italian province of Agrigento, for instance more than £2,100 is spent for every kilometre while in the north-eastern province of Pordenone the sum is less than £100.

Politically, the provinces are unworkable for the number of localist parties at the head of the executives—about 36 out of the 4—meaning that a party with 0 per cent of the national vote has well over one third of the provincial chairmanships. The biggest party, the Christian Democrats, comes second. The likelihood of abolition is regarded as particularly high, for the provinces remain a useful field of patronage. The reaction from the provinces is that the abolition of capitals would be strong and in some places probably violent if they were to lose their status.

Régis Debray wins

Paris, Dec 4.—Régis Debray, the French left-wing intellectual allied in Bolivia during the 1960s, has won the 1977 Prix Méditerranée for his novel *Le Village* (The Snow is Burning).

French police protect Algerians after threat

From Ian Murray
Paris, Dec 4

Police controls are to be stepped up to protect Algerians living and working in France after the murder on Friday of a nightwatchman in Paris.

According to an anonymous telephone call, the "Delta" group was responsible.

"Delta" was the codename of the commando group which, at the height of the Algerian war, carried out many daring and vicious attacks against French troops detailed to hunt members of the right-wing OAS (Organisation Armée Secrète). It has not been heard of since its first leader, Roger Degueldre, a Foreign Legion paratrooper lieutenant, was executed in 1962.

The murdered nightwatchman, Laid Said, was on his way into the offices of the European Algerian Association in the Rue Louis le Grand, near the Opera, when he was shot down by two or three men using heavy military pistols. Although he made his escape in a car which had been double parked outside the office.

Some four hours later, the telephone call was made to Agence France Presse in Paris

by a man claiming to speak for "Delta" and threatening to execute organisers of all Algerian associations in Europe if the French hostages taken by the Polisario were not released by 1 pm today. According to "Delta", the nightwatchman had been killed in revenge for the two French who died in the raid on Zouerate on May 1, when six French hostages were also taken.

Yesterday there was another "Delta" telephone call, this time to the AFP office in Lyons. The caller said that in order to prove their determination to strike at those who "financially and morally help the murderers of the French nation" they would hit at the representatives of Algeria. The next attack would be in Lyons within a week.

M. Lionel Stoleru, the Independent Labour Minister, said in a television interview today that protection for the Algerians would be stepped up. The fact that French citizens were being targeted was no reason why the 300,000 Algerians in France should live as though they were hostages, he said. The French Government would do everything to fight terrorism of whatever form.

Youth shot dead during home rule rally

Madrid, Dec 4.—Riot police and paramilitary civil guards fought a four-hour battle with home rule demonstrators who threw rocks and built barricades in the southern city of Malaga today.

A 19-year-old protester was killed by a bullet and many other people, among them 20 policemen, were injured in incidents during a high profile autonomy march.

Violence broke out after a group of demonstrators hurled stones and rotten oranges at the provincial council headquarters. They were protesting against the provincial governor's decision to fly the Spanish flag

from the building instead of the green and white Andalusian banner.

Firing rubber bullets and smoke flares, the police scattered the crowd. But thousands of demonstrators later regrouped, blocked off several streets with building materials and vehicles and counter-attacked with rocks and bricks. The governor then called in the Civil Guard to back up the police.

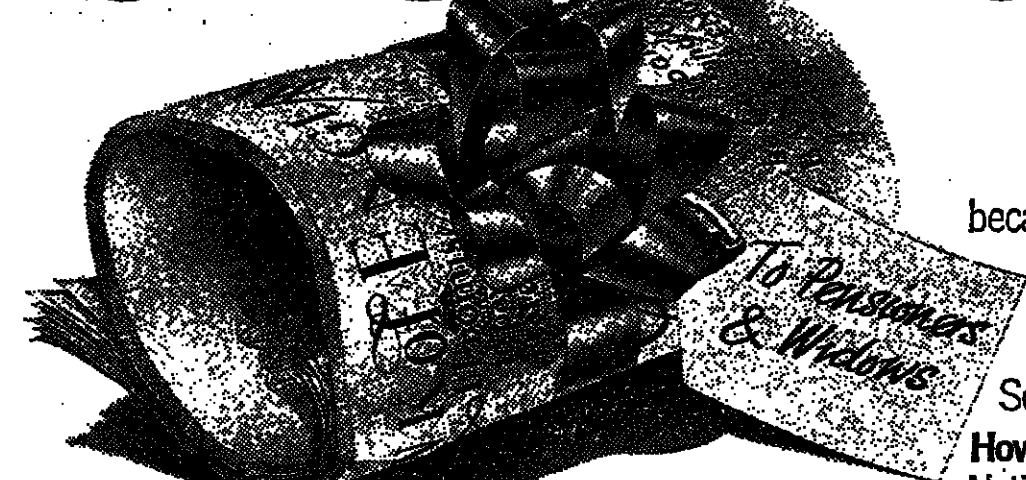
An Andalusian trade union spokesman said the police had drawn their revolvers when chasing the demonstrators, but it was not known who had fired the shot that killed the youth. Trade union officials have

called for a general strike in the region on Tuesday. Demonstrations, reflecting a new surge of regionalist feeling, were held throughout the Andalusia and in the north-western region of Galicia.

Spanish television estimated that three million people took part in the demonstrations in Andalusia. An estimated 350,000 people marched in Galicia.

Andalusia and Galicia are two of the country's poorest regions. Demands for autonomy have mounted since the decision by Señor Suárez, the Prime Minister, to grant autonomy to Catalonia last September.—UPI and Reuter.

How you will get your £10 Christmas Bonus.



If you are not getting an increase because of her current high earnings you may still be entitled to an additional bonus.

So you should contact your local Social Security office straight away.

How you'll be paid.
National insurance retirement and widow pensioners: If you are normally paid by order book you will get your £10 at the Post Office when you cash your order for the week beginning 5 December. But please help by cashing your order on time that week. There are some exceptions:

- * Widows getting widow's allowance (for first 26 weeks of widowhood) will be sent a girocheque.
- * Those with retirement pensions paid by 4-weekly order books who do not have an order payable in the week beginning 5 December will be sent a girocheque.
- * Pensioners paid by payable order will be sent a separate order for £10.

Everyone else who qualifies will get the payment by girocheque. Some married women who have claimed Non-Contributory Invalidity Pension may not yet have received their order books but arrangements will be made to include the bonus in the first book.

If you haven't got your £10 by 3 January 1978 contact your local Social Security office, telling them which qualifying benefit you receive. If you are a war pensioner write instead to DHSS, Norcross, Blackpool FY5 3TA.

To get the £10 bonus a person must be present or ordinarily resident in the UK, Isle of Man, Channel Islands, Gibraltar or any EEC (Common Market) country at any time during the week beginning 5 December.

Issued by the Department of Health & Social Security.

Bomb explodes in train at Yugoslav border

Graz, Austria, Dec 4.—A bomb exploded this morning in a lavatory of the Belgrade express train after it had left the Austrian border station of Spielfeld and crossed into Yugoslavia, police reported. Apparently no one was injured.

During a routine check carried out on all trains crossing the border, a Yugoslav official detected a suspicious parcel. He pulled the emergency brake but the bomb went off before the train came to a halt.

When the train reached the railway station of Sentilj in Slovenia, the damaged carriage was uncoupled and the journey to Belgrade later resumed. The extent of the damage was not known.—AP.

Briton is shot dead in bar quarrel

Draguignan, Dec 4.—A British tourist was shot dead during the night by an unknown assailant during a quarrel in a bar in the village of Fagnières, in Provence.

Mr George Gordon Erington, aged 43, of Derby, had gone to the bar, Les Ombres, with Mr Malcolm Geoffrey Lane and Mr Gordon Reckinson. They were involved in a quarrel with other men, one of whom shot Mr Erington in the back.

Mr Lane received a slight head wound, but Mr Reckinson was not hurt. The man escaped. The three Britons had gone to Fagnières to restore a country house they owned in the region.—Agence France Presse.

Opinion poll shows French left still just leading

From Our Own Correspondent
Paris, Dec 4

Yet another French opinion poll, to be published tomorrow, shows the left still just ahead in the run up to the general election in March.

The Louis Harris Poll published in the magazine *Le Point* shows that in the first round of the election the Union of the Left should receive 51 per cent of the votes.

However, when the electors transfer their votes in the second ballot the picture is expected to change and the government majority is tipped to win. A high proportion of Socialist voters are expected to

abstain rather than vote for a Communist if their candidate is defeated in the first round.

Other findings of the poll are that the Gaullists' popularity has increased by 2 per cent since the last poll for the magazine in August.

Communists have made a similar gain, while the Socialists have lost 1 per cent.

Among the minor parties there is 4 per cent support for the ecologists' candidates. This figure has remained constant in all recent polls. With the difference between the majority coalition and the Union of the Left being so small, the ecologists seem justified to claim that they hold the balance of power.

Swiss reject tax reform on higher incomes

From Our Correspondent
Geneva, Dec 4

In a national referendum Swiss voters have rejected proposals for a reform of taxes on higher incomes. A uniform scale of assessment was proposed to be applied nationwide replacing the present scales that vary considerably among the 25 cantons.

Under the proposals put forward by the Socialist Party, income tax would have been raised for people with an annual income of 100,000 Swiss francs (£25,000) upwards, ranging from 27 per cent on that figure to 47 per cent on 1m francs. Similar scales are already applied in some cantons.

Statistics show that 2 to 3 per cent of taxpayers own about half the total of individual assets.

Soldier-students take leave of the École mutiny

From Our Own Correspondent
Paris, Dec 4

The soldier-students of France's famous École Polytechnique were to have mutinied at the weekend in protest at what they regard as too severe punishments. The revolt was to have been in the form of a strike at the college by all the students, but only a handful gave up their weekend leave to stage the protest.

Discontent with military discipline came to a head at the school hall the previous weekend when the director, Colonel Jean-Noël Augier, ordered that one student, François, had several of his uniform buttons undone. He general ordered the student to do them up four times and the student refused. The following Monday he was

sentenced to 30 days' detention in his room.

Several other students were also punished, among them a girl for wearing a brightly coloured shawl over her uniform. Last Tuesday 630 of the school's 641 students boycotted lessons. Their leaders were promptly punished and the mutiny continued with the sit-in this weekend.

The school was founded in 1794 and brought into the army by Napoleon to provide engineers for his troops. Recognized as the best school of its type in France its graduates nowadays tend to be snapped up by industry and commerce and very few actually join the services. Resentment against the military regime and discipline has caused increasing trouble over the past few years.

OVERSEAS

Patriotic Front leaders invited for talks in London to clear up suspicions over British policy

By Our Diplomatic Correspondent

Britain intends to keep in touch with all the Rhodesian settlement parties while Mr Smith, the Rhodesian Prime Minister, pursues his own discussions in Salisbury.

Accordingly, Dr Owen, the Foreign Secretary, has invited Mr Joshua Nkomo and Mr Robert Mugabe, the two Patriotic Front leaders, for talks in London later this month. The proposed dates are December 12 and 13.

The invitations were sent out at the end of last week. Mr Nkomo's was delivered by the British ambassador in Lusaka and Mr Mugabe's was sent to Monrovia.

The Foreign Office has no indication that either Mr Nkomo or Mr Mugabe will be willing to come to London for talks now. Given the Front's suspicions about British intentions, the

prospect of any fruitful exchange does not seem to brighten. Nevertheless, Dr Owen wants to continue the discussions which Field Marshal Lord Carver, the British Resident Commissioner-designate, began on arrangements for a ceasefire and also on the wider issues of the settlement plans in the British White Paper.

Yesterday, Dr Owen saw the Rev Ndabaningi Sithole, one of the nationalist leaders who is taking part in the talks called by Mr Smith to discuss holding elections based on adult suffrage in Rhodesia. Mr Sithole is passing through London on his way home to Salisbury.

At the weekend, Dr Owen dated the Zimbabwean policy of trying to seek a peaceful settlement and gave a warning against attempts to glamorize the liberation forces in southern Africa.

Anyone who wished to glamorize the liberation

struggle and those who somehow thought there was a soft option to supply arms to the liberation forces should be disabused. Dr Owen told a Labour Party and Anti-Apartheid Movement conference in London.

"It is going to be a very long, bloody and damaging struggle in which a whole host of people will be killed and the outcome is uncertain," he said. "For the Western powers to give up all forms of attempting to solve this peacefully would be an act of monumental folly which history would judge us most severely for."

Dr Owen also said in a television news bulletin that world opinion was outraged by the verdict that South African security police were not responsible for the death of the black African leader Steve Biko. A lot would depend on the South African Government's reaction to this opinion.

Prisoners of conscience



Syria: Jamil Sadan

By David Watts

Mr Jamil Sadan has been in prison in Syria, without charge or trial, for 21 years.

A member of the Druze sect which lives in the mountainous zone bordering Israel, he is believed to have been arrested as a result of a land dispute with his brother, a member of the security forces who gave false information against him. The security forces are empowered to detain political prisoners indefinitely without charge, trial, or access to legal representation.

Mr Sadan was imprisoned at first in Al Mezzeh military prison, near Damascus, before being held for about 12 years in Room 8. The cell contains 40 beds, but it is known that 73 people were held in it recently.

Apparently, Mr Sadan shows signs of mental disturbance.

Bishop likely to attend next Salisbury meeting

From Frederick Cleary

Salisbury, Dec 4. Muzorewa, the Bishop of Botswana, is expected to be present at the Salisbury settlement talks when they resume next Friday.

He missed the first round last Friday after proclaiming a week of mourning for the 1,200 Africans killed in Rhodesian raids on guerrilla training camps in Mozambique. This will end on Thursday.

However, Bishop Muzorewa did not commit himself specifically to joining the talks when asked at the weekend if he would take his place alongside Senator Chief Chirau, leader of the United People's Organisation, and the African National Council (Sithole) faction, represented last week by Dr Elliott Gelbach.

All Bishop Muzorewa, who leads the popular United African National Council, would say was that it was important for the talks to go on. The public should be happy about this. Observers here believe that having made his point about the raids on the guerrilla camps, Bishop Muzorewa has shown that he is no Smith puppet.

Torture inquiry. A Rhodesian army inquiry into an allegation of torture by British soldiers, expected to produce a report this week. In addition, the part played by an American photographer employed by the Associated Press news agency in Rhodesia may be disclosed.

The agency has already published one account of the alleged atrocity reported by Mr Ross Baughman, who claims he saw a 25-man cavalry unit loot, burn down native huts, beat a local politician in the western

Lopane area of Rhodesia and torture the man's wife and daughter.

Mr Baughman is said to have worn an army uniform, carried a weapon and ridden with the Rhodesian army. He was admitted, he departed from his observer role and was "drawn in on one occasion". By wearing a Rhodesian military uniform, carrying a weapon and possibly being a participant in some fighting, Mr Baughman has embarrassed the news agency, which only released that part of the story after being pressured and criticized for suppressing news.

According to the Associated Press report, Mr Baughman met an American who holds the rank of major in the Rhodesian Army, at a party and persuaded him to arrange for him (Mr Baughman) to accompany the unit on its mission. Mr Baughman left Rhodesia on November 20 or 21 for London.

Because of the special inquiry into the torture allegation, Rhodesian military authorities are not saying anything now except that the Associated Press report carried a number of serious inaccuracies.

In view of this, the Associated Press representative who flew from Johannesburg to Salisbury to investigate the incident provided the Rhodesian authorities produce certain information.

The Rhodesian military command is determined to pursue any forces involved in torture and has announced that the due process of law will be applied even if this means prosecuting members of the security forces.

In doing so, she blamed the trouble on the "sociological, economic and political question which, in the Bermuda way, we have swept under the carpet to fester". Although it is by most standards a prosperous country, with no visible extremes of poverty, Bermuda was one of the last spots in the British Empire to end racial discrimination and to give equal voting rights to all adults.

Swapo chief detained in Namibia

From Our Own Correspondent

Swapo's vice-chairman, was detained in the north of the territory with Mrs Martha Ford, his secretary, and two other people. The two others, Mr Tauno Harukuti, a Swapo executive, and Mr Justin Ellis, a member of the Inter-Demonstrational Christian Centre were later released.

The four were held on Friday while attending a symposium. They were detained under new security legislation introduced last month which replaced the former emergency regulation in the three northern homelands of Ovambo, Kavango and Caprivi.

The regulation restricted entry into and movement within the three homelands, where South African forces are engaged in a war against Swapo guerrillas. The detentions coincided with the end of the apparently inconclusive fourth round of talks in Pretoria between South Africa and the five Western members of the United Nations Security Council on the future of Namibia.



Colonel Gaddafi (centre), the Libyan head of state, raises the hands of Palestinian leaders George Habash (on his right) and Yassir Arafat at the end of the rejectionist summit in Tripoli yesterday.

Egypt indicates that American pressure on Israel is needed

By Our Foreign Staff

After bypassing the United States in initiating peace talks with Israel, Egypt yesterday urged Washington to play a bigger role in actual negotiations for a Middle East settlement.

Mr Mamdouh Salem, the Prime Minister, told the Egyptian Parliament the United States bore a special responsibility by virtue of its special relationship with Israel.

"It opens new horizons for bigger positive steps required from the United States in order to push the new situation toward the establishment of peace based on justice," he said. He appeared to be indicating that the time had come for the United States to put pressure

on Israel to make concessions to the Arabs.

"Israel today faces a choice between security and expansion," he said. "Its leaders face the responsibility of sparing their own people, as well as peoples of the region, a horrible alternative to the present unique opportunity for a permanent and just peace for all." Egypt has named Dr Esmat Abdul Maguid, its representative at the United Nations, as leader of its team at the Middle East preparatory peace talks. It has called here and fixed December 14 as the likely starting date. It also summoned home for urgent consultations the ambassadors to the Soviet Union, Iraq, Syria, Algeria and South Yemen.

Informed sources said the

diplomatic move was a protest against an anti-Egyptian propaganda campaign after Mr Sadat's visit to Israel on November 19. The four Arab countries joined Libya and the Palestine Liberation Organisation in Tripoli to mobilize opposition to President Sadat's policies.

In Moscow Pravda said the proposed Cairo talks on the Middle East were only a cover for a separate Israeli-Egyptian settlement. Moscow could not take part in such "unseemly deals".

The peace initiatives by President Sadat were a failure and had "seriously aggravated" the efforts to defuse tensions in the Middle East.

"The psychological shock, the effect of surprise, these

elements of Cairo's tactics on which they counted a great deal, did not work," it said.

The refusal of several Arab countries to attend the talks showed they "promptly discerned the essence of the Cairo manoeuvre, aimed at contiguity negotiations with Israel for the sake of separate deals".

In an interview with Independent Television News, President Sadat said that if Israel wanted last month's mutual non-aggression pledge to stand, it had better bring a softened negotiating position to the Cairo talks. Speaking in his suite room house on the Nile, he said: "They have to face the consequences. . . . We will have a new situation."

Egypt's demands were clear:

total withdrawal from occupied Arab lands and establishment of a Palestinian state, he said. He was concerned that Israel's delegation was made up of "experts" who might leave the talks bogged down in detail, rather than focusing on big political issues.

They should come to Cairo with the answer [to my peace initiative] in their pockets", he said.

Asked whether the "consequences" Israel might suffer if it maintained its refusal of Arab demands could include war, he said: "We have the right by the United Nations charter, by anything in this whole world, we have the full right to liberate our lands whenever we choose to do this."

Tourist exodus from troubled Bermuda

Continued from page 1

gas masks, moved to the road intersections at the corners of the block and began firing tear gas to break up the crowds gathering in knots. Most people fled from the gas, but a few acted defiantly. One approaching a police vehicle with a sledgehammer, which he did not in the event employ.

This was in the late afternoon, about an hour before the curfew was due to come into effect. The curfew has now been advanced by half an hour to 5.30 p.m. but it has been Street area.

Fortunately for the police, heavy rain broke out at about 5 p.m. and sent people hurrying indoors. It lasted some five hours, and by the time it had ended the night had already set into a relatively calm pattern.

All the same, several fires were started by youths throwing petrol bombs, some of them into buildings which had already been partially burnt out in previous attacks. The only significant destruction was in a corner shop where a Miling bakery was destroyed completely because firemen waited for police clearance before going to tackle it.

Police say the arsonists seem well organized, using walkie-talkie radios to communicate, and that many appear to move around the island's perimeter by boat.

Major damage last night was small compared with the destruction on Friday, in which Gosling's Wine and Spirit warehouse, the largest on the island, was destroyed with all its contents. Two supermarkets were burnt down.

Partly because of fears that other food shops might disappear, and partly because of the siege mentality that a curfew fosters, the remaining supermarkets were crowded all day yesterday, as residents loaded their cars with produce. Most shops on the fashionable Front Street on the harbour side have their windows boarded up to deter fire-bombers.

The police force comprises 381 men, most of them white English policemen on contract, and a hundred reservists. On top of this, the Bermuda Regiment has 350 men. After the eruption of the troubles on Thursday many of them were in duty for periods approaching 24 hours and, with no spare capacity, outside help was essential. The fire service also called for volunteers and received help from firefighters from the United States Navy base here.

Some members of the Government insist that the way to deal with the troublemakers is to crack down hard. Mr Harry Viera, Minister of Information,

admitting that the extent of the disturbances had taken Cabinet by surprise, said: "There's only one way to get on top of them. You have to get a bit rough. If the Government doesn't use real force and get on top of all this, Bermuda will break up."

Such feelings are shared by many Government supporters, one of whom spoke to me about Marxists and anarchists being at the root of the trouble. A more moderate approach, however, is taken by the opposition Labour Party whose leader, Mrs Lois Browne, is to appeal for an end to the violence.

In doing so, she blamed the trouble on the "sociological, economic and political question which, in the Bermuda way, we have swept under the carpet to fester". Although it is by most standards a prosperous country, with no visible extremes of poverty, Bermuda was one of the last spots in the British Empire to end racial discrimination and to give equal voting rights to all adults.

Much racial distinction of an informal nature still remains, say one more militant black. Capital punishment, which the Labour Party wants to see abolished, is regarded by them as a remnant of aristocratic and repressive rule.

They feel the same about the Government and political question which, in the Bermuda way, we have swept under the carpet to fester. Although it is by most standards a prosperous country, with no visible extremes of poverty, Bermuda was one of the last spots in the British Empire to end racial discrimination and to give equal voting rights to all adults.

The economic consequences of these unhappy few days could last well beyond the time that peace is eventually restored. Tourism is virtually the island's only industry.

Many American visitors have cut short their holidays. This is not solely because of fear, though the death of two Americans in a hotel fire on the eve of the hangings has unpurged some. (The fire was at first said to be unconnected with the disturbances, but police said later that they were treating it as arson.)

A more powerful motive for the tourists' exodus is the curfew, which has closed down the island's night spots, forcing visitors to stay in their hotels after 5.30 p.m.

It is decidedly the kind of trouble that Americans do not like. And there are plenty of other warm weather resorts vying for their custom.

Owen statement. Dr Owen, the Foreign and Commonwealth Secretary, will make a statement to the Commons about Bermuda today.

Tory leader arrives in Belgrade

From Our Correspondent

Belgrade, Dec 4

Mr Thatcher, Leader of the Opposition, arrived in Belgrade today for a crowded two-day programme of talks and official ceremonies including a meeting with President Tito who has just returned from Romania.

It is Mrs Thatcher's first visit to Yugoslavia, and although the Yugoslavs are familiar with her views on Communism and may not share her ideas on private enterprise, they welcomed her as a talented and hard-working politician.

In introducing the Tory leader, the official Yugoslav press hailed her for her reputation for firmness, organizational ability and efficiency.

She is accompanied by Sir Fitzroy Maclean, who headed the British mission to the Yugoslav partisans during the last war, when he formed a lasting friendship with President Tito.

His presence at Mrs Thatcher's meeting with the President on Tuesday will lend a touch of informality to the occasion.

During her visit Mrs Thatcher will talk to the members of the British delegation to the Belgrade conference, reviewing the Helsinki agreement. She has been urging that the conference should not end before Soviet citizens monitoring observance of the 1975 human rights accords are released from prison.

She will also meet Mr Kiro Gligorov, chairman of the Yugoslav National Assembly, her official host, and Mr Dolanc, secretary of the executive bureau of the Yugoslav League of Communists.

Cairo limits number of newsmen for talks

From Our Correspondent

Tel Aviv, Dec 4

Egypt has set a limit of 30 Israeli correspondents, photographers and broadcasting technicians to cover the Cairo talks later this month. This is roughly equal to the press corps in President Sadat's entourage when he visited Jerusalem.

Hundreds had applied to the Israeli authorities, but the Egyptians said the limit was made necessary by security considerations and limited accommodation.

Cairo informed Jerusalem of the limit this weekend as a trickle of "uninvited" Israeli journalists was gaining strength. Mr Dayan, the Israeli Foreign Minister, told the Cabinet today the Egyptians had been particularly chagrined and embarrassed by the arrival of a producer and a corres-

pondent of Israel television, which is state owned.

Mr Haim Yevin, director of the television news department, said the two men did not work by the clock. They had gone to Cairo on their own, notwithstanding a general directive by the studios. He saw no reason to recall them, however.

Mr Yevin said the pair had sent back a glowing report of their reception by officials and the man in the street. This was consistent with reports by journalists who had preceded them to Cairo.

One reporter wrote today that the Egyptians had put a car at his disposal and assigned a guide and a bodyguard to him. They explained he was free to go where he wanted, but the precaution was prudent as his presence in the country had been reported. Palestinians or Libyans might be planning to ambush him.

Chess grandmaster's wife cannot leave Russia

Moscow, Dec 4

The wife of Viktor Korchnoi, the chess grandmaster who defected to the West in July 1976, has been refused permission to join her husband overseas with their son, Igor, who is 19.

In an interview in Leningrad, Mrs Bela Korchnoi said she had applied on August 19 for exit visas but received a refusal late last month.

She said that she was afraid that her son would be drafted

to the armed forces, thus making it impossible for him to emigrate.

She still hoped to emigrate to join her husband in Holland.

She added that since her husband's defection she had been treated well, and continued to be able to speak with him regularly by telephone.

Mr Korchnoi is at present playing a chess match against Boris Spassky in Belgrade.

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Swapo chief detained in Namibia

From Our Own Correspondent

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Some members of the Government insist that the way to deal with the troublemakers is to crack down hard. Mr Harry Viera, Minister of Information,

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هكذا ان الاصل

OVERSEAS

Napoleon serves as model for would-be founder of a new dynasty

Emperor Bokassa I crowned in Central Africa

Bangui, Dec. 4.—Emperor Bokassa I was crowned here today in one of the most lavish and spectacular events in recent African history.

The 35-year-old emperor, a devotee of another military emperor, Napoleon, was 90 minutes late for his coronation in the sports stadium. He made a spectacular entry marvellous for pomp since Haile Selassie mounted the Ethiopian throne 47 years ago.

Emperor Bokassa descended from his ancient eight-ton French coach and walked slowly along a red carpet stretching down the centre of the sports stadium to the throne of the Central African Empire, a massive gold-plated figure of an eagle, 15 ft high with an 18 ft wing span. The red velvet seat was carved into the breast and belly of the eagle.

He wore a gold-trimmed beige toga, with a broad sash in the imperial colours of red, white, blue, green and yellow, and a small gold-plated crown of oak leaves. The beautiful 28-year-old Empress Catherine, who preceded him into the

coronation room, wore a similar crown.

She was sheathed in a shimmering gold lame dress studded with multicoloured precious jewels and with an 8 ft train. She was accompanied by eight maids of honour dressed in fluffily white, pink and red dresses with broad-brimmed hats.

The Emperor's two-year-old son and heir, Jean Bedel Georges, rode to the ceremony in his own open green and gold coach pulled by a team of six white dappled horses.

He was dressed in a white naval officer's uniform trimmed in gold, with a white peaked cap. He yawned repeatedly and stamped his feet to the music during the coronation ceremony and the following High Mass in the cathedral of Bangui.

Emperor Bokassa received a 6 ft diamond-encrusted sceptre of office and was draped by aides in a 20-ft long red velvet cloak trimmed with white fur.

With the assistance of the Court chamberlain he placed the imperial crown on his head, starting a new royal line on the African continent. The

crown is studded with more than 2,000 diamonds, one of which weighs 38 carats, and topped by a world sphere in gold.

The emperor swore to uphold the constitution and pledged himself to guarantee national independence and to serve the nation in accordance with the empire's political party, the Black African Social Evolution Movement.

Emperor Bokassa then placed a second crown on the head of his kneeling wife. The coronation music was a strange mixture of tunes, ranging from Beethoven's Ninth Symphony to a specially commissioned imperial march and additional African beat music.

There was heavy security throughout the day; thousands of extra police and troops were drafted into the capital. Paratroopers dressed in jungle camouflage and armed with Soviet rifles and Israeli sub-machine guns mingled inconspicuously with guests dressed in morning suits, top hats and long dresses.

Women soldiers of the Imperial Guard dressed in black rubber boots, black skirts and

red tunics and berets and armed with rifles, guarded much of the route.

The procession from the coronation site to the cathedral was led by a military band that was also in black and red, followed by horsemen specially trained in France to ride European style and clothed in green and black.

Both the crown prince's open carriage and the emperor's glass enclosed carriage were in ark green, trimmed in gold with imperial eagles at all four corners of each roof.

Traditional African dancers and musicians followed.

The musicians soared above 100 ft (30 m) for the ceremony; the court chamberlains repeatedly mopped Emperor Bokassa's brow.

The coronation and tonight's gala dinner for 2,000 guests cost an estimated £14m, in a country officially listed among the world's 25 poorest nations, with a per capita income of only about £85 a year. The bill equalled a quarter of what the country earns from all exports each year—UPI and Agence France-Presse.

Oxford v Cambridge Varsity Match for the Bowring Bowl

At Twickenham — tomorrow, Tuesday 6th December

Kick-off 2.15pm



Cambridge became the first winner of The Bowring Bowl at Twickenham last December. The Bowl, to be played for each year, is part of the Bowring Sponsorship of the Varsity Match between Oxford University and Cambridge University.

Bowring itself turned in a winning performance as one of the largest single contributors to this Country's invisible earnings. This contribution resulted in C. T. Bowring (Insurance) Holdings Ltd. winning the Queen's Award for Export Achievement 1977.

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WILL TOMORROW'S BRAIN DRAIN LEAVE BRITAIN IN THE GUTTER?

In tomorrow's issue, Europa publishes the results of a recent survey on the attitudes and ambitions of Europe's young generation.

Europa investigates the particular willingness of Britain's youth to move round Europe for career opportunities and how we could lose much of our bright young talent to France, Italy and Germany.

Europa also looks at today's personnel managers and their influence and importance in the company boardroom. In addition to his previous tasks, the personnel manager must now "act as an adviser to top management, be a mediator in tense situations, and adapt the company's social strategy to its other key policies."

Finally, the attempts made to build a European Monetary Union are discussed and analysed by David Blake, while Alain Cotta, Professor at Dauphine University in Paris, asks the question as to whether Keynesian economics have now become Dickensian.

Published on the first Tuesday of every month, under the editorship of Jacqueline Grapin, Europa deals with economic, financial and industrial affairs and allied social questions, as they effect the total European business community.

Europa is written by the most respected writers in Europe and is published simultaneously with the newspapers they represent: The Times, Le Monde, La Stampa and Die Welt. Articles are up-to-date and translated into the mother tongue immediately before publication in each of the four countries.

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Indian atom plant closed after explosion

From Our Own Correspondent
Delhi, Dec 4

The heavy water plant of India's Atomic Energy Commission at Baroda has been completely shut down for an indefinite period as a result of an explosion yesterday in the plant's converter. About 20 persons sustained minor burns.

The explosion came after a series of blasts in the converter where heavy hydrogen is extracted from ammonia gas. The converter was soon in flames which it took fire brigades an hour to bring under control. The plant is about 200 miles north of Bombay.

Production of heavy water, for which a production target had been set of 300 metric tons by 1979 is now likely, according to informed sources, to be delayed by at least one year.

The Baroda project, started in 1969 and developed by a French consortium, was expected to produce about 67 metric tons of heavy water annually. It was the oldest of four such plants under construction for the Commission.

A team of experts from the AEC is now investigating the causes of the explosion which is reported to have occurred after a leakage had been found in the converter. The Baroda plant had initially been supposed to be commissioned two years back and had still not started to produce heavy water in substantial quantities.

Heavy water is needed for India's nuclear power plants. This was the second mishap to the heavy water programme. Three years ago equipment from West Germany for another plant was reported to have fallen from a ship in a storm off Portugal.

Polish leadership accused of attacking morals

Warsaw, Dec 4.—The Polish Roman Catholic Church today accused the state authorities of encouraging sexual immorality in an attempt to undermine the influence of religion.

A pastoral letter read out in churches throughout the predominantly Catholic country denounced declining moral standards, sexual licence in the mass media, film and theatre, and what it called "brutal sexual education" of the young.

It called on parents, teachers, cultural figures and young people themselves to resist what it said was "a secret plan for the moral disintegration of the nation".

Unlike most other communist countries, Poland is relatively permissive in sexual matters. Many films contain scenes of nudity and sex. Several illustrated magazines feature photographs of naked women.

Observers were struck by the fact that the latest church blast against the authorities, although drafted at a bishops' conference in June, was read only three days after Mr Edward Giersek, the party leader, met the Pope in the Vatican.

The Polish Church, they said, was demonstrating that it was determined to resist the legal system applied by the Holy See did not affect its readiness to speak out against the Government.—Reuter.

Executions defended in Chinese press

Beijing, Dec 4.—The People's Daily today defended the justice handed down by people's courts including death sentences. "The people's courts are an instrument of repression, not of gentleness," it said.

An article written by the study group of the highest court of justice in Peking, attacked the policies of Lin Biao and the "gang of four" in their field.

According to Lin Biao, Mao Zedong's former successor, who disappeared in 1971, the legal system applied by the people's courts in China was directly derived from the capitalist system. During the years before the Cultural



Landfall: Mrs Gash arrives in Sydney.

Woman who sailed the world alone

Sydney, Dec 4.—A Sydney grandmother who sailed around the world alone said today the best part of her trip was the welcome home she received.

Sipping champagne and surrounded by her family, Mrs

Anne Gash, aged 54, said the sight of Sydney harbour was fantastic.

After her arrival on board the Ilmo yesterday, she said she had experienced some terrifying times during the two-year voyage.

Mrs Gash, who has six daughters, left Britain on the return leg in November last year. She passed through the canal system of Holland and Belgium, sailed down the coast of Spain to Gibraltar and the Canary Islands, and continued via Trinidad, Panama and Tonga.—AP.

World Bank helps divide East African assets

From Our Correspondent
Nairobi, Dec 4

Officials of the Kenya, Tanzania and Uganda governments, meeting in Washington with officials of the World Bank, have drawn up proposals for sharing out the assets and liabilities of the East African Community, which collapsed in July as a result of differences between the three states.

East African ministers are now due to take over the negotiations, with the aim of appointing a mediator. Mr Robert Ouko, Kenya's Minister for Community Affairs, is already in Washington, and the

Tanzanian and Ugandan finance ministers are expected soon.

Reports here say that Kenya has agreed to pay for immovable and other assets of the Community which the country can use.

Agreement on the transfer of the three governments of the outstanding loan liabilities of the Community has not been reached. Until it is, the

World Bank is holding back \$17m (£10m) in loans which had been approved for the Community, but not yet advanced. This money will be divided among the three if all other matters are agreed.

Herr Honecker concludes Vietnam treaty

Hanoi, Dec 4.—Herr Erich Honecker, the East German head of state, left Hanoi today for Saigon after agreeing to a treaty of friendship and co-operation with Vietnam that will be published later today.

Herr Honecker, who spent three days here on an official visit, will remain in Saigon for another three days before returning to East Berlin.

He is accompanied by a delegation, including Herr Willi Stoph, the East German Prime Minister.—Agence France-Presse.

1,300 rebels reported killed in Laos drive

Bangkok, Dec 4.—Combined Laotian and Vietnamese forces have killed 1,300 Meo tribespeople and wounded 800 in a drive against anti-Government rebels in north-east Laos, the Bangkok Post said today.

About 60,000 Meos, whose leaders fought on the losing Vietnamese side in the Laos civil war, were in danger of being trapped by government forces advancing in a pincer move on a jungle area, it said. Official confirmation of the fighting was not immediately available.—Reuter.

Australia's 'dirtiest' campaign turns tame

From Our Correspondent
Melbourne, Dec 4

At a time when the Australian election campaign had turned severely against the Government, Mr Malcolm Fraser, the Prime Minister, described it as "the dirtiest campaign" he had experienced.

The remark took everyone by surprise, including Mr Fraser's deputy, Mr Douglas Anthony, who said the next day that he had not found it dirtier than any other campaign.

In fact although there has been the normal personal sniping, there has been no real evidence of particularly foul play. Mr Fraser would probably be less inclined to make such a remark now that the opinion polls have his ruling Liberal-Country Party coalition once more leading the Labour Party.

Mr Fraser himself has not come out of the campaign with a spotless reputation. Apart from pressing Mr Phillip Lynch, his Treasurer, to resign by threat, and then later revealing that he, too, operated such companies, Mr Fraser has made questionable political claims.

One is that his Government had brought the rate of inflation down from 19 per cent to 9 per cent. Opponents argue that the rate has dropped from a peak of 16 per cent to about 12 per cent.

For his part, Mr Gough Whitlam, the Labour leader, has been accused of a variety of misdemeanours, but none of the allegations has proved to be of much substance. Attempts to suggest that a company called Whitlam Holdings was a mysterious beneficiary of Mr Whitlam's interest in the company fell flat when it was shown the company belonged to his son, a merchant banker.

Mr Whitlam was also accused, accurately, of trying to gain votes from Mr Lynch's resignation. He maintains that although Mr Lynch's profit from land deals was not illegal, channelling his windfall through a family trust to avoid tax was highly improper for a man pledged to close just such tax loopholes.

A possible "dirty trick" of the campaign has not come from either party but from a publishing house. After the success a couple of years ago of their book *The Wit of Gough Whitlam*, Outlook Press has now published *The Wit of Malcolm Fraser*.

The paperback has a whimsical cover, but inside are 100 blank pages.

The only other possible questionable action which would probably be considered a legitimate election ploy has been the leaking to the news media by the Government of the report of a royal commission on human relationships set up by the Whitlam Government.

The details given to the press concentrated on proposals for the liberalization of laws relating to abortion, homosexuality, the age of consent and incest.

Although Mr Whitlam accused Mr Fraser of leaking "only the dirty bits" the episode appears to have damaged Labour.

In fact the campaign has probably been milder and less meaningful than many in recent memory and there have been quite a number.

Mr Whitlam has now campaigned at general elections, against Mr John Gorton, Mr William McMahon, Mr Bill Snedden and Mr Fraser. His score has been lose, win, lose, and at this stage it appears that he faces another defeat after leading during most of the campaign.

Nevertheless, no one would be ready surprised at a Labour victory. There has even been a suggestion recently that a tie is possible which would be trying for Sir Zelman Cowen, the new Governor-General, who would have to resolve the deadlock.

16 feared drowned

Delhi, Dec 4.—Sixteen people are feared drowned after a boat with 40 people on board capsized near Salem, in Tamil Nadu, South India.

When telephoning use prefix 01 only outside London Metropolitan Area

A Times Profile

The man who is trying to save Venice

Sir Ashley Clarke is known widely in Venice as the Englishman who is doing his best to save the city. If Venetians sometimes seem to regard him as a nuisance, it is because he is a nuisance to the Venetian government in Rome, because he is the only official who lives there all the time to carry on the work. He has dedicated these years to Venice after a career in the diplomatic service ending with the unusually long period of nine years as ambassador to Italy.

On his mission in Venice, Sir Ashley has a unique, and it is absolutely essential to save it. It contains a concentration of European history, and particularly its architecture and art, from the eleventh century onwards.

His efforts are directed at both the particular and the general. He spends his time directing work on the restoration projects which Venice in Peril has undertaken; and also lobbying on the larger issues: the legislation to clean the pollution of the water and air that is eroding buildings and statues; measures to halt subsidence of the city; and the vast schemes to prevent further flooding.

"The reason why most of the money allocated for Venice hasn't been spent is that one has to go through so many bureaucratic hoops to do anything," he says. "The bureaucracy is fantastic. It's not surprising that some people just gave up. Then there's the matter of party politics, of jobs for the boys. But things are happening."

Sir Ashley is an active member of the Venetian Committee for Venice, and knows everyone connected with the issues. He devotes a lot of his time to pressing forward the individual projects that Venice in Peril has organized. One, a seven-year plan is now nearing completion. It is the restoration of the Church of San Nicolo dei Tolentini, the second oldest church in Venice, rotted by floodwaters and dirt. Another is the restoration of the ornate "Porte della Carta", the entrance to the Doge's Palace.

"A large part of my time," Sir Ashley says, "is spent simply reminding people of things. I'll telephone a contractor and say, 'Do you remember that we decided three weeks ago that this right away?' 'Yes, I remember.' 'Have you done it?' 'First visit in 1932. After the war, I used to go to San Vio on Lake Garda, for my summer holidays. I hadn't fully realized what the South was until I went to Florence that time. I hadn't grasped the whole concept of the Renaissance. If you're suddenly hit by the Renaissance at the age of 29, it's bound to change things."

"And when you become involved in Italian art and music, then it goes on. When I became ambassador, I had to study the Italian contribution to European music. As an undergraduate, it was the music that first attracted me. Then, or I'd have known about the Italians. They've made the British people the most musical people in the world."

After his retirement from the diplomatic service in 1962, Sir Ashley joined a number of committees connected with the arts. He was a governor of the BBC, where he was instrumental in turning Radio 3 briefly into an all-music service, and a member of the governing bodies of, among others, the Royal Academy of Music, the Royal Society of Arts, the D'Oyly Carte Trust and the National Theatre. He was a member of the London Advisory to the Banca Commerciale Italiana.

The involvement with the perils of Venice came by way of Florence, and it began with the disastrous floods of November 1953. The floods damaged Florence and



St Mark's, with its last three golden horses.

its cultural treasures even more than it did Venice. Franco Zeffirelli had a house in Florence, and when he went there he was appalled to find how little was being done to rescue these treasures. He decided to seek help from abroad, and since he had recently directed at the Royal Opera House, Covent Garden, he turned to its chairman, Lord Droghda, with a telephone call at four o'clock in the morning.

As Sir Ashley tells it: "Lord Droghda very kindly waited until half past seven before passing on this call to me, as chairman of the British-Italian Society. We formed a committee, and it was a very distinguished committee. We raised £100,000 that was the Italian Art and the kind became Venice in Peril, and Sir Ashley went to Venice to see what could usefully be done there. He had lunch at a restaurant with Francesco Valcanover, who was then superintendent of Galleries and Works of Art. Dr. Valcanover said that what they needed badly was a laboratory where they could restore the very big paintings which are characteristic of Venetian art. So a laboratory was created under the direction of Venice in Peril, and among other pictures, two Titian portraits measuring 50 feet by 18 feet were restored there."

Sir Ashley had decided by this time that the only way to keep up the momentum of his Venice in Peril work was to be on the spot, so he took it on as a full-time job, albeit an unpaid one. "It's one thing to have to solve all the problems at once," he says. "It's another thing to have to solve them one by one."

"The first problem is that Venice is sinking. The second is pollution, industrial pollution and the oil central heating and ordinary pollution—Venice doesn't have a proper sewage system. The third is that the waters come in from the lagoon and flood the city, sometimes from the times of the Venetians. And the fourth problem is that people are leaving the city, particularly young people."

"Count Volpi got the idea in 1917 that he would establish industry on the mainland, and provide some extra income and employment for Venice. But he had no idea that it would become such a big thing. Then the second industrial zone was established after the war. Thank God they've stopped the plan for a third industrial zone."

"Industry has been pumping water out of the ground, from under Venice, which has been increasing the rate of subsidence. It's also been polluting the waters, and changing totally the character of the lagoon."

"Now they've built aqueducts to bring water from two rivers, and they've said the companies must use these and mustn't pump out the water. It's a problem to get the companies to obey the law, but they are doing it. A law has been passed on pollution. The pollution of the water and the air is being monitored, and it's showing some improvement."

"Now the Venice authorities are holding an international competition to control the waters that come into and out of the lagoon. The idea is to have some kind of a movable barrage across the entrances to the lagoon, which would be raised when there's a flood warning. The trouble with this is that you need a constant flow of water into and out of Venice to clear the waters of sewage. Without a proper sewage system, if you blocked the entrance to the lagoon, the situation inside the city would become intolerable after a very short time."

He has no doubt about the rewards of his work. "It's exciting, something to achieve. I can look at something like the Church of San Nicolo and see what has been achieved."

"I spent nearly 40 years as a diplomat, and in diplomacy, you don't see any result. In fact, very often, you know you've succeeded when something doesn't happen. The work I'm doing here has tangible rewards."

Norman Moss

DEMOCRATIC AND POPULAR REPUBLIC OF ALGERIA

Ministry of Hydraulic Engineering, Land Development and the Environment

Directorate of Hydraulic Engineering

INTERNATIONAL INVITATION TO TENDER

International tenders are invited for the detailed preliminary planning work for the dam to be built on the Oued-Rhumel at Hammam-Grouz (Commune of Oued-Athmenia, Wilaya of Constantine).

Increased firms of consulting engineers may obtain tender specifications from

Direction des Projets et Réalisations
Hydrauliques
Oasis—St. Charles
B.P. 34—Blanc-Mesnil—Algiers.

Tenders should be deposited with or sent to the above address before 5 p.m. on 28th January, 1978.

Bidders will be bound by their tenders for a period of 120 days.

MISCELLANEOUS FINANCIAL

TENDERS FOR GREATER LONDON BILLS

The Greater London Council have issued a Bill for the purpose of providing for the construction of a new road in the area of the Council's jurisdiction. The Bill is subject to the approval of the Council's Finance Committee. The Bill is subject to the approval of the Council's Finance Committee. The Bill is subject to the approval of the Council's Finance Committee.

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LEGAL NOTICES

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CONCERTS

BLOOMSBURY SOCIETY AND WESTMINSTER CHILDREN'S SOCIETY

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MONDAY BOOK

For King and country

Kitchener
Architect of Victory
by George H. Cassar
(William Kimber, £9.95)

Kitchener, who was never known to speak to a private soldier, remained the hero of the British masses for 18 eventful years, from Omdurman to his dying days in the sinking of the Hampshire. Here was no forerunner of Colonel Blimp, no pillar of the Establishment, and no natural kinsman of the myopic dissembler who so infested the British military scene before and during the Great War. While still in his twenties he served as a ranker in the French Army of 1870, observed Turkish operations against the Russians and took part in exploratory surveys of Palestine, where he mastered Arabic, practised photography, and acquired considerable cartographic and archaeological skills.

Never married and (since it is now the fashion to consider alternative distractions) no homosexual, Kitchener dedicated his life to the military and administrative service of his country and its empire. His humour was rare and grim; he could be evasive and devious; he was remote rather than aloof; yet he possessed a humanitarianism which was advanced for his day; much in evidence in his attitude to the defeated Boers—in marked contrast to the Irish some years later. And if any one man was responsible for the reforms which ended two ragged armies into shape—the Indian and the Egyptian—it was surely Kitchener.

All this and more is derived from Professor Cassar's careful presentation of the facts and factors in Kitchener's career. There are no fireworks in this account, no attempt at deep psychological analysis, and no striving for literary brilliance. The proof-reading could have been more careful, and it is disconcerting to find the young Kitchener being summoned to the "Home Guards" for a reprimand by the C-in-C, The Horse Guards never did anything to deserve that.

But one should not split hairs even over the split infinitives the author seems to favour. He has taken such pains particularly with his balance, his lucidity, and his admiration for Kitchener with a clear catalogue of the man's achievements, when previous experience and achievements were not only irrelevant but sometimes positive handicaps. Nevertheless, as Professor Cassar shows so lucidly, Kitchener grasped the elements of an unprecedented situation as much as most, while as Secretary of State for War his presence in government was a vitally important factor in the maintenance of public confidence and morale.

Even when he had lost the support of the majority of his colleagues, political and military, Kitchener had to be sustained in office as a matter of national necessity, with the result that his attempts at resignation were always rejected. Kitchener was no frictionless politician, yet except for Northcliffe's contemptible attacks, which rebounded violently, the press dealt with the War Minister benevolently.

The vexed problems of politico-military strategy with which Kitchener was so closely concerned are brought into admirable perspective, and some new light is ingeniously shed upon the character of some of the characters of the period, notably Asquith, Lloyd George, Bonar Law, Churchill, Grey, Balfour, Haig, and that one-man national disaster Sir John French. The book is a masterpiece of detail, while some unacknowledged and impressive arguments are produced to support the view that the role effort should have been made on the Western Front with no dissipation of resources into the Near East or South-East Europe which the British governments allowed.

Sir William Robertson, who was variously a Trooper and Chief of the Imperial General Staff, and who was certainly no friend or admirer of Kitchener to begin with, wrote that "no man in any of the Entente countries accomplished more, if as much, to bring about the final defeat of the enemy." And so the author of this book concludes.

Laurence Cottle

Coming shortly
Patrick Curry, Stephanie Turner, Donald Churchill, Nigel Anthony and Di Trevis head the cast of Richard O'Keefe's play, *Punch and Judy*, which opens at the Greenwich Theatre on December 14. The play will be directed by John Tydeman and designed by Peter Rice.

Richard O'Keefe has had several plays performed on radio and television; *Punch and Judy* is his first work for the stage. For one week, from January 9, "Punch and Judy" will appear in *Our Own People*, by David Edgar, directed by Walter Donohue, and designed by Di Trevis. The play deals with a Government court of inquiry into a strike against discrimination by Asian workers at a Yorkshire weaving mill in 1975, and was specially commissioned from David Edgar by the author of *Our Own People*.



Paul Daneman and Hannah Gordon

Waste BBC 1

Having made something of a false start with *You Never Can Tell*, David Jones's new series "Play of the Month" moved firmly into its stride with this evening and intelligent production of *Waste* (1977), an event as revealing for this year's Barker as *The Madras House* was for the previous year. *Waste* and *The Madras House* have many similarities and in some ways—at least in the latter much-improved revision of 1956 which Jones and his director Don Taylor used—the lesser-known *Waste* is the better piece.

Both plays start with a brilliant ensemble of powerful English men and women—commenced in *The Madras House*, political in *Waste*—working hard at weekend play. Both move on to the hero in his office confronted by an attractive and intransigent young woman, whose pregnant condition is central to the drama but who is not seen in the play again. Here is the first distinction of *Waste*: Philip Madras has not made the girl pregnant but Henry Trebell, bachelor, barrister, independent politician with a passionate belief in the disestablishment of the English Church, has. The hero of *Waste* stays at the heart of the plot, and at the end he shoots himself.

Barker's third act is his most obviously "Shavian". The male leaders of the pack gather to discuss the ethics of their profession and their tactical powers over one another. In the end they are forced to make an uncomfortable collective choice: Public honour is preserved. In *Waste* Trebell's scandal has broken and a Tory office argues the consequences on their plans to use him to effect disestablishment. As a dramatic representation of a way English politicians talk, think and come to a decision, this act is superior to anything in Shaw or anyone else before or since: compare only the evasive and shallow caricatures of today. Andre Morell, Robert

Bowman's artistry is sufficient alone to impart a sense of a song, and indeed it sometimes seems that the play is a song, and indeed it is not a song on everybody's lips, and it would have helped if the audience could have been told how his work in the pattern of Italian music in the time of Monty Python, *Waste*, *Waste*, *Waste*, seemed more than just another jolly little song if we had known what it is about, which character sings it, and where it appears in his *Elena repita da Tesco*.

Yet it was not only the absence of information that lessened pleasure at this recital. I generally have some feeling of peril when listening to the counter-tenor voice, but here Mr Bowman caused more than the usual concern on several occasions. He was insecure in

briefly, tentatively the paths of communication. The men converse and decide to survive and a wide range of serious subjects, using the subject of ducks as their touchstone to triviality.

"The duck's life is not all hearts and flowers", one man says, opening up the possibility of conversation, but it is not allowed to go too far. The strapper of the two, Emil, in a superbly studied comic performance by Bernard Spear, brings one topic to a halt with "If it's false, I don't want to hear it. If it's true, I don't want to know."

Some of that play is very enjoyable, but I understand that there are more variations we did not hear. We did not hear everything we heard, it demonstrated Mr Mamer's fine ear for dialogue and the difficulty of saying serious things, but it demonstrates it very early on and goes no farther than that.

In *Sexual Perversity in Chicago*, Mamer's intentions are more obscure. To believe that the woman-baiting, the two male characters include in is no more than it seems may be a slur, but if irony, or the more remote possibility that he meant to show how male role-playing separates men from women,

was intended, the direction by Albert Takazukas did not let it go. Certainly the loud-mouthed stud, impeccably played by Kenneth Nelson, is a despoiler of women, and probably a liar and a homosexual. The more likable male, Stephen Noves, is a first refreshingly modest and loving, but when his affair begins to crack he descends easily to sexual insult and taunts. His girlfriend moves from cute jokes to nasty wisecracks and finally comes to blame herself for the collapse of the affair and, though Glory Annen brings charm and a refreshing openness to the part, the character is fated to be a professional victim.

Mr Mamer's reputation is rapidly growing in America and these early plays may be an unfair example of his full talent. Though he uses the American language in an interesting way which is occasionally sympathetic ("You're trying to understand me and I'm confusing you with information") and more often funny, there is little American dialogue and far more coherent moral statements in, for instance, the crime novels of George V. Higgins. And, whatever the value of these plays, it does not do to sell them with naked bottoms.

Frank Hauser's production is a major act of rehabilitation, which triumphs in putting historical accuracy to expressive use. Simply staged and opulently costumed by Nicholas Georgiadis, it is peopled by actors who really know how to wear those outrageous perukes and swirling draperies. The stage exudes a Poussin painting brought to life; it is thrilling to see those antique postures animated by immediate passions. Second, the cast excel in finding true feeling within even the most formal flourishes of Augustan diction: achieving pathos, fury, and even broad laughs in the most unromantic lines.

The great master of this is Robert Eddison's silky, nuanced Alexus, who reveals his character in a single terrified line, "I'm not prepared", where for once his voice rises above the sotto voce. As the lovers, Barbara Jefford's imperially submissive Cleopatra and John Turner's mad-bell Antony marvellously combine heroic formality with down-to-earth human detail; and there is a superb Octavia by Suzanne Berist, radiating conscious virtue in a way that illuminates the central pair as much as herself.

John Percival

It was a much spunkier performance of *The Shrew* that we saw at Covent Garden on Saturday than when the work was new to the Royal Ballet's repertoire last February. Merle Park especially is now far more inside Kane's skin. I think that ideally there might be a little more heaviness in the shambling tread she adopts, but she has found her own ways of bringing the character to life.

Do not miss the look of disgust with which she tries to assuage hunger by biting her lip. It is not only a question of her attitude to the wedding supper, nor the despair that leads her to plunk an empty bucket over her head before settling down for the night in front of the dead

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Good helping of tripe

Fosdyke II
Bush

Ned Chaillet

Bill Tidy's fearless Fosdyke family, having scrambled their way to the top of the tripe trade and moved to the promised land of Manchester, are not without enemies. Roger Ditchley, who seduced Victoria Fosdyke and abandoned her and who lost his tripe empire to Sir Josiah Fosdyke, has plots to smash the Fosdykes which range from importing opium tripe from Hong Kong to creating the Tripenstein monster—a giant tripe worm with a brain—so finally bringing about the end of the world.

Fosdyke II, the sequel to the first, successful staging of Tidy's comic-strip epic, *The Fosdyke Saga*, brings all these events into the tiny Bush Theatre. It also presents the Lancashire Evening Express, who place a can of Fosdyke's tripe on the top of Mount Everest, a world heavyweight boxing match in New York, an expedition to the Amazon, and nearly witnesses the admittance of the Fosdyke women into the all-powerful, all-male Manchester Tripe Exchange.

Seeing how Alan Plater has fitted these events into drama-

tic form is like seeing Punch and Judy become real people, or discovering that the comic-strip villain was a native Lancashire art form. The villain can be hissed at, there are songs to be shared by the audience and cast, and Sir Josiah is ever in pursuit of profit, autographing his picture for a small fee before the play begins.

The company are guided through their multiple roles by Mike Bradwell, designer, and Malcolm Ranson does, from being a Fosdyke, to being a Chinese kung-fu fighter, to being a Tripenstein champion. There are delightful characterizations from the entire company, including, to name them all, Micky O'Donoghue as Sir Josiah and Tripenstein, Jim Broadbent as the villain, singing "I'm rotten old Roger Ditchley". Hazel Clume as the lusty Victoria, and Marie Green as her mother and an Oriental kung-fu fighter. Charlie Grima delivers a worthy drum solo among his other performances, and Steve Halliwell is the legendary Lancashire Lothario.

It is evocative, primitive theatre, lacking, perhaps, a dramatic coherence, but so spiced with funny lines and boisterous performances that it will defeat most objections.

The Taming of the Shrew
Covent Garden

John Percival

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duets to defuse what might otherwise be the offensiveness of the joke about Kate's taming. Cranko's choreography was so perfectly tailored to its original protagonists that anyone who saw Haydn and Cragon is likely to find something missing from any replacement, but Park and Wall have borrowed plumes with great style.

Derek Deane, although suffering similar invidious comparisons, brings an apt lugubriousness to Cranko's concept of Gremio as a disarming clown, with an everlasting cold, Michael Coleman's saturnine foppishness as Hortensio, outstripping at the Royal Ballet's, is as funny as ever but now matched by the greater conviction of his colleagues.

The general improvement in the playing is reinforced by the only newcomer in a solo role, Julian Hosking as Lucentio. His blond, boyish good looks and bland romantic manner admirably suit Cranko's treatment of the character as a smoothie pulling a fast one on his rivals. The crowd scenes remain enjoyably scurrilous, but I wonder why it is that the three women of the *pas de six* still cannot always keep properly in time with one another?

Joan Chissell

Guineasts: who inspire enthusiasm are a rarity in this column, but one such is Turan Mirza Kamal, a Siberian Tartar born in Indonesia and living in California. Instead of the feeble and apologetic murmurs often heard from debutants on this instrument, we were surprised with bold, resonant performances shaped not only with technical mastery but also by a real musical personality. Bach's E major Partita, more familiar in the version for solo violin, was played with a dexterity and

confidence to convince one that it was originally composed for the lute. An undisputable lute piece, *Mousters d'Almaine* by the Elizabethan Daniel Bacheler, was heard for once, in its complete form, and there was plenty of fire, and a significant range of nuance, in items such as Maza's *Peterana* and *Zapadno*. And one followed with interest every note of Ponce's *Theme Varié* or *Finale*, an extended work that so many guitarists make so boring.

Max Harrison

LONDON VOICES

London Voices, describable as a vocal nonet under the direction of Terry Edwards and Geoffrey Shaw, made its debut at the Church of St Bartholomew the Great, Smithfield, acoustically less than ideal, yet beautiful to behold and right in every other way for a choice programme ranging from Lassus and Byrd to the present day.

Another debut presented me from hearing the older music. Nevertheless Britten's daringly imaginative *Sacred and Profane*, a late (1975) cycle of eight medieval lyrics, at once revealed that individual voices had been hand-picked, and that already the ensemble was well on the way towards the precision of an instrumental group in textures often requiring the flexibility, agility and varied attack of instruments. In Daryl Runswick's brand new *The Phoenix and the Turtle*, the singers did in fact have to play percussion as well, with double bass cadenzas from the composer himself linking the three sections. It was an exotic little aviary of sound, multum in parvo, with acknowledged salutes to Stravinsky being the clearer as thought progressively deepened.

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THEATRES



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Increasing signs of an upturn in the property market are beginning to bring forward various development schemes which have no doubt been harking in the background during gloomier days. Developers are still wary of major commitments without some sort of pre-let safeguard, but at least there are signs of movement.

Taylor Woodrow Property Co. for instance, have appointed Richard Ellis to act jointly with Bernard Thorpe and Partners and Harold Williams Bennett and Partners, to find tenants for a proposed large office scheme to be known as Tricentre, in Elmfield Road, Bromley.

The scheme, for which an office development permit and planning consent have already been obtained, is planned to provide 180,000 sq. ft. of offices in three towers, to be built in two phases of 120,000 sq. ft. and 60,000 sq. ft. which could be let at £8.50 per sq. ft.

The design is by Fitzroy Robinson, Miller, Bourne and Partners, of Hove, and includes full air-conditioning, a computer area and a roof-top garden. Special features include a new office block which is all but finished in St Edwards House, in St Edwards Way, Romford, Essex, which is part of the main ring road system to the north of the town centre.

Designed by W. Paton Orr and Partners, the new office block will be 20,000 sq. ft. on ground and four upper floors. The development is by Clearbrook Property Holdings in conjunction with the Friends Provident Life Office.

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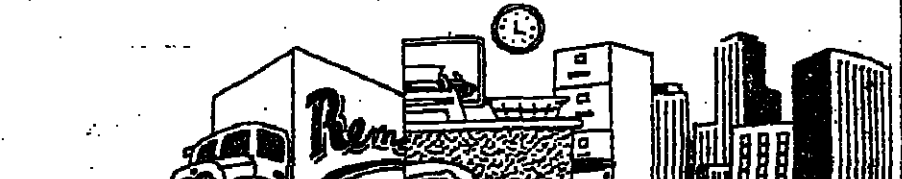
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Signs of developing activity

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Brazil cuts export coffee price by third

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MANAGEMENT

Edited by Rodney Cowton

LETTERS TO THE EDITOR

Learning how to do business with the Chinese

With yesterday's end to the British visit of China's top-level trade delegation led by Mr Li Chiang, Peking's Foreign Trade Minister, one message is loud and clear. Sino-British trade is pressing for attention.

But there are some important questions to be answered first. Which sections of British business are most likely to benefit? What are the opportunities for the smaller manufacturers outside the big league circle of British Steel, British Railways, British Aerospace and the chemical giants?

Further, while the buying of large plants or technology can be dealt with by the exchange of technical missions, how should these smaller businesses tackle exports to China?

The obvious point to make about the People's Republic of China is the textbook fact that it is the third largest country in the world and the most populous at rather more than 800 million people. While its size points to obvious opportunities in transport equipment, not to mention construction gear, it would be dangerous to extrapolate too much from the population figures.

Experienced China watchers have welcomed the flow of interest in China stimulated by recent United Kingdom missions to the country and now by Mr

Li's tour—soon to be followed, incidentally, by further industrial specialist missions from China. But businessmen are warned against reacting to the thought of a mass-market of potential consumers.

As one observer commented: "It's no good if a businessman already has some expertise in the Pacific basin, just thinking that here's another outlet for consumer goods. The Chinese are not interested. What they need they produce for themselves. The only possibility is if there was an unusual shortage of a particular class of goods."

The consensus of opinion is that the Chinese have a wide capability in all the industrial sectors and high degrees of worker skills. Their main aim is self-sufficiency. But they want the technology associated with a specific plant or product.

Pioneering specific needs in China is the name of the game. And what help is available to track down these needs? Much detail on marketing possibilities can be obtained from the Department of Trade. The Sino-British Trade Council in London also maintains a series of market research reports, including sector studies.

Generally speaking it is the chief technologies—transport, power generation, oil and its related activities, chemicals, electronics, mining, construction equipment and the like—



Peking trade delegation leader Mr Li Chiang (right), the Chinese Minister of Foreign Trade, with Mr Sung Chih-Kuang, China's ambassador in London, and Lord Oram of the Department of Trade at the start of the mission's visit last week.

which offer the principal opportunities.

Medium-sized and smaller British companies could find Chinese interest in specialized scientific instruments, non-electric and electrical machinery, synthetic organic dyestuffs, and synthetic fibre areas.

All these product areas figure prominently in British exports to China in the first nine months of this year. Food processing equipment and packaging are also listed.

Last week Mr Li made it clear, too, that his country wanted to import large quantities of coal mining machinery. British mining equipment is already in use in China.

In their trade deals the Chinese insist on fixed price contracts with no escalation clauses. Given the new insurance cover by the Export Credits Guarantee Department for companies working on such contracts, and Britain's falling inflation rate, exports to China

are proving an increasingly attractive proposition.

For most would-be exporters to China the first approach has to be to one of the various state corporations—there are nearly twenty—which look after the various industrial and commercial sectors. These range from the China National Technical Import Corporation, which looks after complete plants, to those catering for light industrial products, publications and films.

The main advice is to send the appropriate corporation a full technical description of the goods, and their technology—in English. If it fits an immediate and special need there might be an early order, at which point the commercial section of the Chinese Embassy in London would probably come into the picture because they are on the spot.

Only important contracts are likely to involve an exchange of technical advisers between

the countries and a visit to China would be by invitation.

But the process, judging by past experience, could equally take several years. As in many overseas countries, China has proved a market where persistence pays.

The majority of business is done on a normal letter of credit basis.

There is one way of cementing more personal relations in China and by which many British businessmen have set their sights. This is by attending the Spring and Autumn fairs at Kwangchow—the former Canton Fair—which is a shop window for Chinese goods. All the main Chinese corporations are represented at the fairs.

Entry visas to China for these fairs are easier to obtain than other entry permits. And once at the shows a businessman with export as well as import intentions could well find his hands full.

Derek Harris

Thoughts of the chief executive

The chief executive is the keystone of a company. Not only is he at the apex of the structure, with his weight bringing (it is hoped) stability and order, but he is also in the position through which the greatest range of pressures and changes of circumstance are felt.

A time has probably never been so long since the Industrial Revolution when the business environment has thrown up so many questions and provided so few answers, and it is the chief executive who above all has to cope with these uncertainties.

It was, therefore, a good idea on the part of Mr C. Graeme Roe to collect in one book "the views of 20 eminent chief executives about their job, how it is changing and what qualities it requires of them. It is probably the nearest single way of taking the pulse of industry and commerce."

There is a good measure of agreement among chief executives about the factors that are changing their role. There are the ever more sensitive questions of industrial relations and relations with government; the problems of providing leadership while avoiding autocracy; the difficulty of coping with the large quantities of information provided by management information systems.

The differences emerge in the way in which the individual reacts to these factors: how he relates to his fellow board members; whether for example, he believes it is the chairman or managing director who should be chief executive.

The author answers that "there is no thesis to this book"—and this gives it both its greatest attraction and its chief limitation. Because there is no thesis Mr Roe has been able to let his chief executives speak for themselves without having to arrange their views to suit the convenience of an argument. But because there is no thesis there is really no conclusion: in its beginning is its end, namely the premise that the role of the chief executive is changing.

RC
*The Changing Role of the Chief Executive by C. Graeme Roe (Jean Macgregor and Associates, £3.50).

Furniture sales trends

New light on the pattern of domestic furniture industry sales comes from a new planning guide, produced by the Furniture Industry Research Association (FIRA).

One analysis demonstrates the steadily growing importance of multiple furnishings. In 1976, it is estimated, they accounted for 40 per cent of total sales amounting to £739.6m. In 1971 multiples, which are defined as organizations with 10 or more branches, accounted for only 36 per cent of total business.

The multiples, largely aiming at the mass market with relatively cheaper merchandise, make 62 per cent of their sales on a credit basis compared with the 38 per cent of independent stores, the majority of which are single store traders.

Co-op outlets accounted for about 6 per cent of total furniture sales in 1976 with sales of £100m, amounting to 7.7 per cent of total industry sales. Among department stores other than Co-ops, around 85 per cent sell furniture; their emphasis is on quality with a large proportion made up of nationally branded goods.

DH
*Sales Planning Guide for the Domestic Furniture Industry, the Furniture Industry Research Association, Maxwell House, Stevenage, Hertfordshire (£5.00 to non-members of FIRA, £2.50 to members).

Seeking a better balance in EEC textile market

From Mr C. M. D. Roberts

Sir, We are grateful to the Bishop of Hongkong and the Macao for bringing to our notice the points made in the open letter (November 29) to governments and churches in Europe about the EEC's position in the bilateral negotiations under the GATT Multi-Fibre Arrangement (MFA).

May I bring to his notice some points not made in his letter:

(a) Macao has now reached agreement with the EEC on terms which will greatly benefit traders in Macao.

(b) In 1976 60 per cent of all imports of clothing from developing countries into the United Kingdom 63 per cent came from Hongkong.

(c) Between them, Hongkong, South Korea and Taiwan accounted for 80 per cent of the United Kingdom's clothing imports from developing countries—leaving only 20 per cent for the multitude of other emerging nations, most of them at a much lower stage of development than Hongkong.

(d) EEC imports of textiles have grown by 80 per cent by weight between 1973 and 1976—that is more than 15 per cent per annum during a time of declining demand in 1975/76.

(e) The EEC sends nearly six times more of its national "income per head" on imported textiles than does the United States and over double that of the USSR.

The will to continue to assist in the development of the Third World is unabated in

Europe but we cannot do this alone. Unless there is a slowing down in the high rate of penetration into the EEC by imports from the developing countries that has occurred unabated during the present MFA (far in excess of what was intended) the textile industries in Europe could be eliminated. This would only result in a reduction in the worldwide creation of wealth to the detriment of everyone, including the developing countries.

What the EEC is seeking is a balance of opportunities for all and in an effort to achieve this it is not unreasonable to ask the major exporters (of which Hongkong is the largest) who have enjoyed unprecedented growth during the past four years to move over and allow the poorer, less developed nations "a share of the cake". A cake that will have a guaranteed annual increase which in times of depressed demand in the EEC can only result in increasing unemployment in the textile and clothing industries in its member countries.

With respect my Lord Bishop, charity must now begin at home—we honestly believe that we have set a splendid example over here.

Yours faithfully,

C. M. D. ROBERTS,
Chairman,
Wool Textile Delegation,
Lloyds Bank Chambers,
Huskergate,
Bradford BD1 1PE,
Yorkshire.
December 1.

Solving British Steel's problems

From Mr D. J. Falvey

Sir, Most people would probably agree that the drift of your leading article about the steel industry (November 22). You are right to stress that if the present world steel crisis disappears, BSC would still have to deal with obsolete plants and over-manning.

I take issue with you, however, when you conclude that Britain should perhaps, reluctantly, build steelmaking at home. This is surely a remarkably wrong-headed and defeatist.

Britain is well placed to be a bulk steel producer apart from her long tradition because, being an island, she can import high-grade ore and has good reserves of coking coal. She is also favourably placed to export, also an island, and so we favoured but has brilliantly overcome the huge disabilities of no coking coal or iron ore and the immense distances these have to be shipped.

It is, therefore, a good idea on the part of Mr C. Graeme Roe to collect in one book "the views of 20 eminent chief executives about their job, how it is changing and what qualities it requires of them. It is probably the nearest single way of taking the pulse of industry and commerce."

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The author answers that "there is no thesis to this book"—and this gives it both its greatest attraction and its chief limitation. Because there is no thesis Mr Roe has been able to let his chief executives speak for themselves without having to arrange their views to suit the convenience of an argument. But because there is no thesis there is really no conclusion: in its beginning is its end, namely the premise that the role of the chief executive is changing.

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Shortage of commercial court judges

From Mr D. Waller

Sir, Some time last year your columns highlighted the shortage of judges to try ever increasing backlog of cases. The situation is now affecting, curiously enough, our balance of payments. I refer to the pile-up of untried fixtures in the commercial court list.

As you are aware, international commerce much favours our commercial judges for speed and competence. In turn the number of foreign companies who pay to have their litigation tried in this country contribute a great deal of foreign currency in the form of costs, hotel bills and the like, running into millions per year. We now have the spectacle of Her Majesty's judges of the commercial court being sent off to the Old Bailey, whilst long standing fixtures involving millions of pounds are left high and dry. No wonder foreign litigants are beginning to wonder if their choice of venue is the correct one after all.

Beeching's recommendations and the cutting back of High Court judges are in direct contrast. Any competent recorder appointed deputy High Court judge could try the more serious criminal cases, leaving the properly qualified specialist judges to try the complicated cases they were appointed to do.

In a recent application for a stand-over fixture to be refused, Mr Justice Donaldson said that next term he has already 296 working days of fixtures to deal with, but only 184 judge days to try them. This is without taking into account any cases spilling over into next term, unfinished, and present fixtures as yet untried. The summer term shows 393 trial days to 280 judge days.

This situation is ripe in every civil division of the High Court, be it London or the provinces. Has the higher echelon of the legal executive completely lost its way?

Yours faithfully,
D. WALLER,
1 Brighthelm Court,
Temple, EC4,
November 23.

Rating derelict land

From Mr R. C. Grinham

Sir, Professor Michael Chisholm (November 24) has hit the nail on the head when he suggests that the reason why large areas of potentially usable land remain derelict has something to do with the fact that such land is currently exempt from rating.

It is, in particular, the case for large integrated developments against the background of very high and rising capital costs and break-even levels which are unlikely to be achieved over a cycle of fluctuating activity and, perhaps, not even in peak years.

I conclude by repeating that our problems are human, rather than physical. A nation that had the imagination, drive and brains to overcome the lack of invasion ports by taking them with them can surely solve the very severe, but smaller, problems of the steel industry or for that matter our industrial problems generally.

Yours faithfully,
D. J. FALVEY,
Hampton Manor,
Evesham,
Worcestershire.

Yours faithfully,
R. C. GRINHAM,
Secretary,
Rating Reform Campaign,
177 Vauxhall Bridge Road,
London, SW1,
November 25.

Sickness and self-employed

From the Secretary, Brent Chamber of Commerce

Sir, Mr Ryan's letter (November 25) repeats the fallacy that the self-employed are not eligible for sickness benefit. Unfortunately this misconception is shared by many who, accordingly, fail to claim their just rights, and one would ask the Ministry of Social Security to give wider publicity to the fact that the self-employed are entitled to claim sickness benefit.

Yours faithfully,
BERTRAM S. ASH,
16a, Craven Park Road,
Harlesden,
London NW10 4AB.

SPOONER INDUSTRIES LIMITED

SUMMARY OF RESULTS

	1977	1976
Turnover	£10,101,000	£9,427,000
Profit before taxation*	£825,432	£489,284
Earnings per share*	9.53p	5.58p
Dividends per share	2.641p	2.365p
*Before exchange losses (1976: profits)		

1976/77 was a successful year's trading resulting in the highest profits in the history of the Company. The Board is confident of a further increase in profits in 1977/78.

The Dividend recommended for 1976/77 is the maximum permissible but the Board intends to recommend a substantially greater dividend when legislation permits.

Annual General Meeting will be held at Ildley on 3rd February, 1978.

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Mounting the attack on a £45m building

As the tallest solid structure in Britain, the National Westminster tower in the City of London has inevitably caught the public eye. Not far away in Leman Street, Whitechapel, though, another of the bank's developments—a £45m management services centre—is taking shape generally unremarked.

The centre, built to house clearing and data processing operations, may not be a record breaker in terms of size, but in speed of construction it is unusual. Indeed, Mr Edwin Phillips, chairman of Higgs and Hill, the contractors, says that it is one of the fastest growing projects under construction in the United Kingdom.

Since building began almost two years ago, turnover has been approaching £2m a month and in one fortnightly valuation period £1.8m of work was done. Some 500,000 sq ft were topped out this summer, after four million bricks, 170 miles of scaffolding and 66,000 cubic yards of concrete had been used.

NatWest is confidently expected to be able to start installing computers as planned in January, and the centre is expected to be fully operational on schedule in July.

Not an hour has been lost through labour stoppages on the site, where 800 people—besides Higgs and Hill's 60 staff—are at work, against a peak of 1,100 last year.

No labour has been engaged "on site" and there is a full-time labour relations officer. But Mr Brian Hill, managing director, explained that site harmony has been achieved by ensuring as far as possible nothing should be allowed to affect the men's ability to get on with their jobs.

"Delays mean that people are unable to earn their money and, frequently, that's when the trouble starts."

For Higgs and Hill the Leman Street contract is, by value, the biggest ever, and one of the most technically complicated. It has, for instance, been provided with five generators and 13 substations which make it more than self-

sufficient in electricity. Altogether, mechanical services costing about £18m will be incorporated in the centre. Specialist subcontractors and suppliers—British, continental and American—number about 120.

"Network analysis" techniques were used to find the most efficient scheduling of different phases and the programmes drawn up in 1975 have been substantially adhered to. Tasks were scheduled according to two-week cycle targets and Saturdays were set aside to meet slippages.

One of the earliest decisions was to divide the site in two. The operations block and the ancillary block, which comprise the centre, have been treated largely as separate projects with their own management structures and store colour codes. Borrowing either one or materials was discouraged.

The rivalry which developed led to the dividing line between the two sectors being called the Iron Curtain. Mr Ken Ellis, the construction

manager, said. Simple procedures have been adopted to relay information up and down the line of command quickly and to ensure that men have not been delayed—and thus frustrated—for want of instructions. All those in supervisory roles, for instance, have two note pads, one for issuing instructions, the other for seeking decisions.

In an industry where "getting it in writing" is important, but often time-consuming, the system acts as an early warning of potential problems and a fast way of achieving design alterations and decisions.

Strenuous efforts were also made to ensure that work would not be delayed for want of materials. Suppliers and subcontractors were asked to have materials on site eight weeks before the programme indicated they would be needed. Stocks were stored in large underground vaults, a welcome legacy of the goods yards which once occupied the site.

John Huxley

INTERIM RESULTS

Racal half-year profits rise 68% to £19,398,000

ANNUAL PROFIT BEFORE TAX	
1974	£ 6,247,000
1975	£ 9,559,000
1976	£19,646,000
1977	£32,714,000
1978	IN EXCESS OF £45,000,000

The Directors of Racal Electronics Limited are pleased to announce that the unaudited pre-tax net profit for the half-year ended 30th September 1977 amounted to £19,398,000 (1976 £11,524,000).

In the absence of unforeseen circumstances, the profit before taxation for the year ending 31st March 1978 will be in excess of £45,000,000.

RACAL

Eight Queen's Awards in Eight Years



Racal Electronics Limited, Western Road, Bracknell, Berkshire RG12 1RG, England

هذا ان الاصل

BY THE FINANCIAL EDITOR

Signs of action on nationalization cash

A little-publicized answer to a question in the House of Lords on November 17, the Government indicated that it will make an interim compensation payment in January to companies whose shipbuilding or airframe interests have been nationalized. Further interim payments could be made, if necessary.

This payment, of course, will be without prejudice to the eventual outcome either of negotiations between the Government's counterparts, Whinney Murray, and shareholders' representatives who have been appointed by the companies, or of the arbitration procedure which will be brought into operation if negotiations fail.

So, apart from getting useful payments in account, the companies involved should also get a fair idea of the minimum total they will receive. The snag, though, is that shareholders may remain in the dark for some time to come.

For although the companies will know he basis on which the payments are being made, they and the Government will want to keep all details secret until negotiations are concluded.

The January payments are in fact expected to be around three-quarters of the Whinney Murray valuation but there is really no clue as to what this will be yet. Their reception by the market will depend on how they measure up to outside estimates of total compensation which have been made using the arbitration formula. This treats the companies as if they had been quoted prior to the announcement of the Government's nationalization plans.

And it is still far from clear what many of the groups are going to do with the money when they get it.

Hawker Siddeley has already received around £50m from the repayment of loans and is now, if anything, slightly under-secured. Certainly the company itself would be happy to have a ratio of 2:1 of capital employed to loans, which gives it getting on or £200m to spend on acquisitions, if it should want to. With these funds available whether it gets another £20m or £60m from compensation will not radically alter the group's strategy, though the right kind of acquisitions are clearly difficult to find at the right price, a fact that Laird Group, for example, which must expect around £10m or both its airframe and shipbuilding interests, has had to recognize with the failure of its offer for Charrington.

GEC, which, of course, has plenty of cash anyway, is really too large to be radically affected by its share of compensation from BAC; Vickers will suffer more by losing its share of BAC earnings and its already spent considerable resources prior to nationalization in an attempt to build up other activities. Whether Vickers gets £40m or £100m, there will clearly affect its strategy from now on—and its share price.

An intriguing possibility is still presented by Vospers, which is controlled by David Brown. It has built up a 21 per cent stake since the announcement of nationalization in a fellow warship maker, Yarrow.

With the major payments being made to all companies in January—probably in dollar form to the 93 per cent Treasury stock issued for the quoted stocks of Robb Caledonia and John Kincaid in June—there is urgency for companies to say what they are going to do with the compensation is growing.

For the Government will clearly want to set its negotiations tied up before the decision. Since arbitration would slow the whole process down, there could be reason to hope for compensation terms which are rather more generous than many people had come to expect.

Diesels

Two British component makers

So far there has been little excitement in British Automotive diesel engine production mainly because of the sluggish truck and tractor markets and the reduction of the incentive to buy car diesels for fuel economy due to the slightly higher price of the fuel relative to petrol.

Even so the attractions of increased mpg for the high mileage business car user are prompting Ford to introduce a diesel Granada next year while British Leyland seems to be ready with a diesel Princess, though penetration into the volume end of the market must be a long way off.

So the real prospects are abroad and the British beneficiaries are likely to be the diesel component makers.

In their analysis of the motor industry Phillips & Drew point first to Europe where fuel price differentials have helped diesel car sales, almost all from Peugeot and Mercedes, from 200,000 in 1973 to 330,000 in 1976. Lucas Industries have said this figure should reach 500,000 this year boosted by the introduction of a diesel version of the Volkswagen Golf which uses Lucas diesel injection.

With more models in the pipeline diesel car sales in Europe could be heading for 1 million, 10 per cent of the market, by 1982.

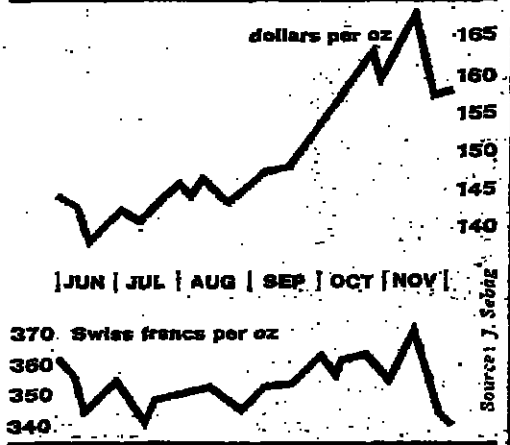
And in the United States the Government insistence of greater fuel economy in manufacturers' fleets added to a relaxation of the nitric oxide emission regulations could mean diesel penetration of the car market of up to 25 per cent by 1985.

Both Lucas and Associated Engineering have seen the possibilities and are spending heavily. With Bosch, Lucas is the world leader in diesel injectors and has every chance of carving a large slice of the United States market for itself.

Lucas, says, moreover, that the number of customers specifying diesel for industrial equipment has increased from 25 per cent to 40 per cent over the last three years. So the diesel has become a major growth factor for the group, with the 25-30 per cent of sales now taken by diesel equipment expected to grow substantially.

As has about the same level of involvement but must face stiff competition with its bearings and pistons even though it is clearly linked to a market with high potential. For investors seeking to participate, Lucas, which seems set to make profits of £82m in 1977/78 looks a good opportunity. With the shares at 269p the p/e ratio is 6.1 and the yield is 5.1 per cent on a dividend covered nearly 5 times.

GOLD AND THE DOLLAR



● A sharp fall to \$158½ an ounce in the gold price in the past couple of weeks has dashed hopes of bullion passing through \$180 this year, and has even made \$170, which was being so confidently forecast only a short while ago, look doubtful.

What gold followers have tended to forget is how much the dollar has risen since the start of the year, and the price rise has been artificial as was the rise of copper, for example, during the sterling crisis. Since the beginning of last year, gold in dollar terms has risen by about 15 per cent but has remained level-pegging when expressed in Swiss francs.

And if the rise since August, 1976, has been enough, the 34 per cent increase in Swiss franc terms should be compared to the 52 per cent dollar gain. And, as the chart shows, gold has actually fallen in Swiss francs, while rising in dollar terms since the beginning of June.

That said, the burgeoning US gold futures market has had a significant impact on the course of bullion. Other outlets for American investment funds, such as Wall Street and the hard commodity markets have, of course, been relatively unattractive.

The recent slide perhaps illustrates the effect of futures. As the price moved down, other positions were closed as speculators failed to increase their margins, thus magnifying the drop and setting up a self-feeding downturn. As the price retreated, the professionals holding physical gold also got out so they could move in again at lower prices, setting up erratic movements in the market price.

Wednesday's IMF auction, then, is seen as being one of the more important for some time. Since the last auction there has been some loss of confidence in gold—the price is currently below the last auction price of \$161.86 an ounce. A good response could go far towards restoring confidence.

As every schoolboy knows, a local authority defaulted on a loan recently—that is West Ham in the 1920s. No one can remember the last time that the British Government defaulted for the perfectly good reason that it never has.

It is possible that the international investment community, despite this long record, thinks that some European-based borrower, like the European Coal and Steel Community, has a better credit rating than the British Government, though it is not immediately obvious why.

It is, however, not clear why a wholly domestic private sector institution, like Finance for Industry or Fisons or Cautels can raise money via the Euro-sterling market more cheaply than the Government.

One should, of course, be happy for the companies that they have been able to arrange cheap, internationally-subscribed issues in sterling. Let us

hope that it is a welcome sign that the longer-term fixed-interest debt market for British companies may be restored to its past glory.

Looked at from the point of view of the lender, however, it cannot be logical that someone who has decided, for whatever personal reasons, to invest on fixed interest in sterling should put money into a private sector company for less return than is freely available even now from government-sponsored securities.

No one knows the size of this tappable pool of Euro-sterling, though it is probably larger given the right terms than many suspect. The government itself might be tempted to borrow from it at effective rates even less than British companies get were it not for the fact that such borrowings would do nothing to keep the sterling money supply under the sort of control that is now being agreed with the team from the International Monetary Fund.

Much is made of the fact that the

instruments sold in this Euro-sterling market are totally anonymous bearer bonds, attractive to the most coy holder of sterling. It is, however, difficult to believe that Swiss banks or other nominees could not achieve the same sort of service for clients, while earning a larger rate of return and even greater security from the British Government.

It seems in fact that an extraordinarily imperfect market is being operated against those foreigners who, for whatever reason, want to invest at the moment at fixed interest in sterling securities.

And it is difficult to avoid the conclusion that the main reason lies in the commission structure for those who have the placing power in this newly reborn Euro-sterling market, among them the principal Swiss banks. Those acting with discretion or as brokers get more for putting their clients into ERM than into war loans, even if their clients get less.

The revived Euro-sterling market is a clear bonus for those able and willing to tap it. It is relatively cheap and does not impose many of the sort of obligations that tends to attach to other kinds of fixed interest borrowing. This only serves to underline another imperfection in the existing market.

For, if A-grade British companies or institutions can borrow in the Euro-sterling market cheaper than the British Government can itself borrow sterling domestically, even such companies are unable to borrow in the United Kingdom at anything like the rate available to the British Government.

The main reason is that the market has decided, almost as an administrative measure, that the rating of local authorities will be substantially worse than that of the Government—and that the best companies must rank after the worst local authorities.

Melvyn Westlake reports on prospects after the failure of the North-South commodity talks

A fund of ill will in search of conciliation

It is unlikely to prove the end of the road for these negotiations... But what has caused particular resentment among the Third World countries is a belief that the rich nations are now going back on promises made to them last summer during the North-South dialogue in Paris.

Individual commodity agreements negotiated between consumers and producers of particular products. The real differences are about the relationship between the Common Fund and the individual commodity organisations; whether they would be administered by the Common Fund, or whether they would be largely autonomous.

Some of the developing countries see the Common Fund as a powerful instrument for intervening directly on the commodity markets, receiving some finance from governments for this purpose, and borrowing further sums from the banks and the international capital markets.

According to calculations made by the secretariat of the United Nations Conference on Trade and Development in Geneva, about \$6,000m (£3,500m) could be needed annually by the Common Fund, if it operated along the lines envisaged by the developing countries.

This money would be used to build up buffer stocks for commodities when prices are falling. When prices rise, the stocks would be sold in the market. In this way fluctuations in raw material prices would be smoothed out.

In addition to this, the Common Fund would have a "second window" under Third World proposals, which would enable it to undertake "other measures". These would include measures to regulate commodities that could not be stocked, perhaps because they are perishable.

The developing countries further think that these "other measures" would include helping producers to diversify out of unprofitable crops, as well as promoting research into new uses for commodities and new marketing techniques.

The rich consumers of raw materials take a very different view of the role of the Common Fund. They want the individual commodity organisations to be much more autonomous.

Decisions about buffer stocking would be the exclusive preserve of the individual commodity organisations which would be financed directly by the consumers and producers of particular products.

The common Fund would operate more like a bank, receiving the surplus cash of the commodity organisations and providing them with a kind of overdraft facility when their cash resources are insufficient for their stocking operations or preventing prices from falling.

The original proposal of the rich countries, at the Geneva conference was that the individual commodity organisations would deposit with the Common Fund some 75 per cent of the finance deemed necessary to give official control of the market. This would give an entitlement to draw out of the Common Fund a figure equivalent to 100 per cent of what was needed when the occasion arose.

The additional 25 per cent from the Common Fund would be borrowed by the rich nations, backed by credit guarantees from the rich nations. However, these ratios are still negotiable, the rich countries maintain, and the size of the overdraft could be bigger than 25 per cent.

They have conceded that the commodity organisations themselves should be financed by both producers and consumers, whereas, traditionally, commodity buffer stocks have been financed solely by the poor producers. This, together with their willingness to provide credit guarantees for the Common Fund's own borrowing, is seen by the rich nations as a large concession.

However, the rich hardliners are sceptical about the need for the Common Fund to have a second window, arguing that the World Bank and other international aid agencies will be providing about \$3,000m to the Third World producers between 1975 and 1979, for

measures like those envisaged for the second window—a sum much greater than likely to be forthcoming from the Common Fund for such activities.

The developing countries counter these arguments by saying that the \$3,000m is not enough and, anyway, is given in a piecemeal fashion. What is needed is new agency which can take an overall view of the markets for primary products, and which could be supported in its work by the World Bank and other institutions.

Moreover, they say, it would be cheaper and more efficient to regulate commodity markets along the lines they suggest, giving the Common Fund a central and more powerful role.

A final area of disagreement between the rich and poor nations is over the management of the Common Fund. The developed countries maintain that greater control should go to those nations that put up most money. The Third World producers are agitating for at least 50 per cent control of the Common Fund in an attempt to break the monopoly control of international institutions which the rich nations have traditionally exercised, particularly over agencies like the World Bank and the International Monetary Fund.

The great difficulty in getting agreement between the rich and poor nations is that the requirements of the African group are not the same as the requirements of the Asians or the Latin Americans.

Therefore, concessions have to come simultaneously on several fronts. Anything less could split the unity of the Third World which has continued to remain surprisingly unified. Single concessions by the developed nations are suspected of being motivated by a desire to break this solidarity.

By contrast with the Third World, the rich nations have appeared greatly divided. The Nordic states and the Netherlands have shown a willingness to concede many more of the developing countries' demands than have the hardliners—the United States, Britain, West Germany and Japan. This has given rise to scornful remarks about the "gangs of four" that has caused particular

resentment among the Third World countries is a belief that the rich nations are now going back on promises made to them last summer during the North-South dialogue in Paris.

Part of the motive for the Third World's move to get the Geneva conference suspended was their view that at each conference the developed countries appear to be making concessions which they try to wriggle out of in the early stages of succeeding negotiations.

Another source of bitterness is what is seen as the low rank of negotiators deployed by many of the rich nations, which is thought to reflect the low level of priority given to them to the commodity talks. Many of the Third World countries were employing their permanent United Nations ambassadors.

By contrast, the United States permanent ambassador was rarely to be seen. Instead, the chief American negotiator was a more junior official from the State Department. In Britain's case, Sir James Bottomly, the permanent ambassador, was also a good deal less prominent than the more junior Mr Gordon Barras.

Perhaps this partly accounted for the resounding applause given by the developing countries in plenary to Mr Jan Pronk, the Dutch Minister for Overseas Development and the only minister from the rich nations who attended any part of the month-long conference.

The question is now, where do we go from here? The developing nations have threatened to "go it alone" and set up their own Common Fund. But it is hard to see how this could ever be really successful without the financial help and moral support of the developed countries.

On the other hand, a Third World Common Fund could certainly have a worryingly disruptive influence on world markets in the short-term even if it ultimately failed in its objective of controlling prices. Arguably, it would be better for the rich nations to have some control over its activities, even if it was different in kind to the institution they would prefer.

Moreover, a worsening of relations between developed and developing countries will make it still harder to deal with other, and possibly more serious, problems than those of commodity price regulation, notably the dramatic fall in the level of new investment in raw material production. This threatens to cause great scarcity and high prices when the world economy picks up.

Both Herr Helmut Schmidt, the West German Chancellor, and Mr Edmund Dell, the British Secretary of State for Trade, have given warnings recently about this danger. It is a problem that cannot be neglected for long and it would be short-sighted for the rich nations to delay a solution in this area because of a single-minded preoccupation with the nuts and bolts of a Common Fund.

Business Diary in Europe: A reluctant consumer champion?

Douglas Hurd MP, director of the British section of the European League for Economic Co-operation, is delighted that he has attracted Richard Burke, the Irish European Commissioner, with responsibility for consumer affairs, to give his first major speech in London at their conference this week.

It will be interesting to see what impression the commissioner makes. Since his arrival in Brussels, succeeding Dr Hillery, now his country's president, Burke has been trying to live down an unflattering reputation which preceded him.

Coming from the clerical, right-wing of the Fine Gael, Burke was a personal appointment in the Brussels job by his close friend Liam Cosgrave, the former prime minister, whose subsequent heavy defeat in a

general election has since dictated a return to the backbenches.

One way in which Burke had ingratiated himself with the former Taoiseach was by joining him in voting against a bill brought forward by the coalition government of which they were members in 1974 to legalize the sale of contraceptives to married couples.

In the night-long haggle over which commissioner was to have what job, Burke is generally agreed to have emerged a hopeless loser. He might have liked foreign affairs, or agriculture would have provided a useful springboard for his intended return to his own country's politics, but he ended up with a ragbag including taxation, transport, consumer affairs, and relations with the European Parliament.

Consumerism have not found a convincing champion thus far. At a conference in Dublin in September the commissioner, formerly an ultra-conservative minister of Education in Ireland, found himself sharply criticized for saying that consumer education was "undesirable" in primary schools.

A rather stiff and pompous speaker, Burke's lack of commitment to consumer affairs hardly presages an inspiring speech on Thursday morning at the Café Royal.

Some news of action, instead of the usual carefully listed professions of good intent.

Roy Jenkins's "cabinet" the team of specialist advisers attached to each European Commissioner—will shortly lose the economic expertise of Michael Emerson, who has played a large part in the commission's attempt to relaunch the EEC towards economic and monetary union.

Emerson is expected to replace Manfred Wegner as head of the division looking after national economies and economic trends within the commission department responsible for economic and financial affairs. Wegner will be taking up a new job in Bonn.

Emerson is no stranger to DG II, as the economic affairs department is called, having worked there before joining president Jenkins's cabinet. Prior to that he was attached to the Organization for Economic Co-operation and Development in Paris.

It is no secret that Emerson had argued the case for a much more rapid move towards monetary union than that envisaged in the proposals which Jenkins will be submitting to EEC heads of government at their summit meeting in Brussels today.

Suggestions that his change of job, which is regarded as a promotion, has anything to do

with the frustration of his more visionary monetary schemes are discounted. No names have yet been mentioned for his replacement.

David Edward, a 43-year-old Scottish advocate (barrister) becomes next month the first British president of the Consultative Committee of the Bars and Law Societies of the European Community.

This is the link between solicitors and barristers throughout the community and between them and Brussels. Edward, who is also by far the youngest man to assume the presidency, succeeds Frenchman Albert Brunois.

Edward drew up CCBE's delightfully named Declaration of Perugia, which was made public in September (in *Liber* for reasons best known to the CCBE).

The declaration enunciates the principles of professional conduct upon which the many lawyers' associations of the nine could erect a code of practice to which all could subscribe.

It's not as simple as getting, one country's lawyers to agree with those of another. We British, for example, do not have a national interprofessional body uniting both solicitors and barristers. The Italians have no less than 230 legal associations of one kind or another.



David Edward at the weekend.

Edward is now preparing for the first CCBE meeting of his two-year term, which will be in Paris next month. This is to clear the ground for a full-dress meeting in Bordeaux in April—a meeting likely to be attended by a Spanish observer.

One theme of his period of office, Edward says, will be the need to reshape legal studies so that the profession anticipates changes to come rather than to react to what has already taken place.

The West German motor industry is to have a new chief lobbyist from the beginning of April next year when Horst Backsmann (57), at present a member of the Volkswagen

managing board, takes over on the retirement of Dr Johann Heinrich von Brunn as president of the VDA, the German automobile industry association.

Backsmann's responsibilities are fairly wide-spread. He is in charge of the selling, legal and economic departments as well as VDA's public relations which probably gives him as good a grounding as any for the job of automobile industry association president.

For although the motor industry boom of the past two years has demonstrated that the motor car is very much the Germans' favourite toy, this has not always been the case. Fresh in the memory is the slump in demand that followed the oil crisis of 1973.

The VDA, therefore, takes its public relations role very seriously while Backsmann's legal experience should be useful when it comes to tackling such tangled issues as harmonizing standards and exhaust regulations in the EEC and farther afield.

My eye was taken by an item in my local paper describing complaints about a nearby school. The classrooms are so cramped that teaching is difficult and the children so tiny that some students spend more time queuing than learning. It's the district's college of design.

HERMAN SMITH LIMITED

The following is an extract from the circulated statement of the Chairman and Managing Director, Mr. Herman G. Smith:

The trading profit for the year ended 30th June, 1977, was £36,174, subject only to tax, which compares with £238,609 for the previous year. The value of direct exports from the U.K. increased by 41% to £356,304. All the operating subsidiaries of your Group encountered severely adverse trading conditions and, regrettably, it was necessary to match lower levels of work load with a reduction in our work force of 23%. The financial cost of this was substantial and is included in the accounts.

HERMAN SMITH (MACHINING) and HERMAN SMITH (AERO SERVICES) have become progressively interwoven in their activities and it has been decided to amalgamate them into a new, wholly owned, subsidiary company, Herman Smith (Precision Engineers). Orders and delivery programmes have shown a substantially improved trend in recent months. I believe that the improvement will continue and expect better results this year.

HERMAN SMITH (ELECTRICAL ENGINEERS) has shown an improvement. Aggressive marketing has improved the level of contracts on hand, despite fierce competition.

HERMAN SMITH (SPECIAL PRODUCTS) operated as a self-contained unit designing, manufacturing and selling our own range of in-flight catering equipment to airlines, throughout the world. Trading results were satisfactory but competition for available business is particularly intense.

HERMAN SMITH (PRESSWORK) achieved reasonable results in view of the slack demand in autumn of 1976. Prospects for the current year are encouraging.

GENERAL: The difficulties of the year have been contained and profits of £34,112 earned in the second half. The forward order position and prospects of your Group have improved and I feel sure that your Group will show improved results this year.

Copies of the Report can be obtained from the Secretary, Cinderbank Works, Dudley, West Midlands DY2 9AH.

Educational & Public Appointments

OVERSEAS DEVELOPMENT INSTITUTE

Overseas Research Fellowships

ODI is initiating a new Overseas Research Fellowship Scheme, funded by the Ministry of Overseas Development, under which British social scientists will work in research institutions in developing countries.

Applications are invited, under this scheme, for a senior post at the Economic Research Bureau, University of Dar es Salaam. The area of research will be community agriculture, with particular reference to Tanzania's export of primary commodities. The work will be policy oriented and will include, e.g., projections, assessment of schemes for stabilising export earnings and prices, diversification, and marketing.

Candidates should have post-graduate qualifications and/or a record of professional work and publication in international economics and/or agricultural economics relevant to the area of research outlined above. Salary within the upper range of the University Lecturer range or the Senior Lecturer/Reader range, with the possibility of a professional appointment. Superannuation and overseas service benefits will be provided. The appointment is expected to be for two years, though a shorter term may be considered in exceptional circumstances.

Applications, with full C.V. and names of two referees, headed Overseas Research Fellowship, to the Director, Overseas Development Institute, 10-11 Parkway, London W1P 6JZ, by Monday, 5 January 1978. Shortlisted candidates will be asked to attend a selection board at ODI in London, after which a recommendation will be forwarded to the University of Dar es Salaam, which will make the final decision.

UNIVERSITY OF GHANA MEDICAL SCHOOL

Vacancies exist in the Department of Surgery for

SENIOR REGISTRARS/LECTURERS

in general surgery for which applications are invited.

Applicants must have obtained appropriate qualifications and experience.

SALARY: C£420-C£780 p.a. plus professional tax free allowance of C£2,500 per annum.

(Current rate of exchange C2=£1 Sterling)

Other benefits include subsidised accommodation, free passages for appointee and family, car maintenance allowance and free medical attention.

Application forms are obtainable from the Overseas Representative, Universities of Ghana Office, 15 Gordon Square, London WC1, to whom completed forms must be returned not later than 5 January, 1978.

UNIVERSITY OF SOKOTO—NIGERIA

Applications are invited for the following posts in ENGLISH:

1. PROFESSOR OF ENGLISH
2. READER/SENIOR LECTURER IN ENGLISH
3. LECTURERSHIPS (2) IN ENGLISH

The posts will be held in the Department of Modern European Languages and Literature. The Professor and Reader will be expected to contribute to the development of the Department and to the University as a whole. The Lecturerships will be expected to contribute to the development of the Department and to the University as a whole.

Applicants for the post of Professor or Reader must have a minimum of 10 years' experience in the field of English literature and language. Applicants for the Lecturerships must have a minimum of 5 years' experience in the field of English literature and language.

Salary Scale: Professor N1,200,000 p.a. (N2,400,000 p.a. in 1978); Reader N800,000 p.a. (N1,600,000 p.a. in 1978); Lecturership N400,000 p.a. (N800,000 p.a. in 1978).

Applications should be sent to the University of Sokoto, P.O. Box 100, Sokoto, Nigeria, by 10 January 1978.



Applications are invited for the

following posts in ENGLISH:

Professor of English

Senior Lecturer in English

Lecturerships in English

Applications should be sent to the

University of Sydney, P.O. Box 100,

Sydney, New South Wales, 2000,

Australia, by 10 January 1978.

Further particulars are available

from the Australian Education

Office, 100 Victoria Street, Sydney,

New South Wales, 2000, Australia.

Telephone: (02) 9231 1111.

Telex: 9231 1111.

Fax: (02) 9231 1111.

Email: aedu@oz.au

Website: www.aedu.gov.au

Internet: aedu.gov.au

FTP: aedu.gov.au

Gopher: aedu.gov.au

World Wide Web: aedu.gov.au

Usenet: aedu.gov.au

Bitnet: aedu.gov.au

Decnet: aedu.gov.au

Vnet: aedu.gov.au

Fido: aedu.gov.au

Euro: aedu.gov.au

Gec: aedu.gov.au

Icfp: aedu.gov.au

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Monash University Melbourne

LECTURERS/SENIOR LECTURERS DEPARTMENT OF ACCOUNTING AND FINANCE

Applications are invited from suitably qualified persons with a minimum of 5 years' experience in the area of accounting and finance. Applicants should be encouraged to undertake research.

31 December 1977.

TUTOR IN PURE MATHEMATICS DEPARTMENT OF MATHEMATICS

The candidate will conduct tutorials, which for first-year students will include pure mathematics, and for second-year students will include pure mathematics and applied mathematics. The candidate will also be responsible for the supervision of students in the area of pure mathematics.

31 December 1977.

University of Tasmania DIRECTORSHIP SCHOOL OF SURVEYING

The University is seeking a Director of the School of Surveying. The Director will be responsible for the overall management of the school and will be expected to contribute to the development of the school and to the University as a whole.

31 December 1977.

University of Sydney CHAIR OF BIOLOGY

The University is seeking a holder of the Chair of Biology. The holder will be responsible for the overall management of the department and will be expected to contribute to the development of the department and to the University as a whole.

31 December 1977.

University of Adelaide LECTURER IN GEOGRAPHY

The University is seeking a Lecturer in Geography. The Lecturer will be responsible for the teaching of Geography and will be expected to contribute to the development of the department and to the University as a whole.

31 December 1977.

James Cook University of North Queensland LECTURER IN ELECTRICAL ENGINEERING

The University is seeking a Lecturer in Electrical Engineering. The Lecturer will be responsible for the teaching of Electrical Engineering and will be expected to contribute to the development of the department and to the University as a whole.

31 December 1977.

LECTURER/SENIOR LECTURER IN ORAL PATHOLOGY

The University is seeking a Lecturer or Senior Lecturer in Oral Pathology. The Lecturer will be responsible for the teaching of Oral Pathology and will be expected to contribute to the development of the department and to the University as a whole.

31 December 1977.

University of Oxford COMMITTEE FOR COMMONWEALTH STUDIES

The Committee for Commonwealth Studies is seeking a Lecturer in Numerical Analysis. The Lecturer will be responsible for the teaching of Numerical Analysis and will be expected to contribute to the development of the department and to the University as a whole.

31 December 1977.

Imperial College of Science and Technology LECTURER IN NUMERICAL ANALYSIS

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31 December 1977.

University of Aberdeen LECTURERSHIP IN MENTAL HEALTH

The University of Aberdeen is seeking a Lecturer in Mental Health. The Lecturer will be responsible for the teaching of Mental Health and will be expected to contribute to the development of the department and to the University as a whole.

31 December 1977.

University of Aberdeen DEPARTMENT OF DEVELOPMENTAL BIOLOGY LECTURER

The University of Aberdeen is seeking a Lecturer in Developmental Biology. The Lecturer will be responsible for the teaching of Developmental Biology and will be expected to contribute to the development of the department and to the University as a whole.

31 December 1977.

University of London CHAIR OF EPIDEMIOLOGY AND PREVENTIVE MEDICINE

The University of London is seeking a holder of the Chair of Epidemiology and Preventive Medicine. The holder will be responsible for the overall management of the department and will be expected to contribute to the development of the department and to the University as a whole.

31 December 1977.

University of Cambridge DEPARTMENT OF ANGLICAN THEOLOGY AND CELESTIAL

The University of Cambridge is seeking a Lecturer in Anglican Theology and Celestial. The Lecturer will be responsible for the teaching of Anglican Theology and Celestial and will be expected to contribute to the development of the department and to the University as a whole.

31 December 1977.

University of Manchester LECTURERSHIP IN PERIODONTOLOGY

The University of Manchester is seeking a Lecturer in Periodontology. The Lecturer will be responsible for the teaching of Periodontology and will be expected to contribute to the development of the department and to the University as a whole.

31 December 1977.

University of Newcastle upon Tyne DEPARTMENT OF APPLIED MATHEMATICS

The University of Newcastle upon Tyne is seeking a Lecturer in Applied Mathematics. The Lecturer will be responsible for the teaching of Applied Mathematics and will be expected to contribute to the development of the department and to the University as a whole.

31 December 1977.

University of Warwick PROFESSORSHIP IN ECONOMICS

The University of Warwick is seeking a Professor in Economics. The Professor will be responsible for the overall management of the department and will be expected to contribute to the development of the department and to the University as a whole.

31 December 1977.

University of Bristol LECTURERSHIP IN ECONOMETRICS

The University of Bristol is seeking a Lecturer in Econometrics. The Lecturer will be responsible for the teaching of Econometrics and will be expected to contribute to the development of the department and to the University as a whole.

31 December 1977.

University of London READERSHIP IN APPLIED MATHEMATICS AT KING'S COLLEGE

The University of London is seeking a Reader in Applied Mathematics at King's College. The Reader will be responsible for the teaching of Applied Mathematics and will be expected to contribute to the development of the department and to the University as a whole.

31 December 1977.

University of London THE HISTORY OF PARLIAMENTARY TRUST

The University of London is seeking a Lecturer in the History of Parliamentary Trust. The Lecturer will be responsible for the teaching of the History of Parliamentary Trust and will be expected to contribute to the development of the department and to the University as a whole.

31 December 1977.

University of London SECRETARY TO THE EDITORIAL BOARD

The University of London is seeking a Secretary to the Editorial Board. The Secretary will be responsible for the administrative management of the Editorial Board and will be expected to contribute to the development of the department and to the University as a whole.

31 December 1977.

University of London YOUR HOUSE CAN SELL ITSELF

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31 December 1977.

University of London SECRETARY TO THE EDITORIAL BOARD

EDUCATIONAL SCHOLARSHIPS AND FELLOWSHIPS

Royal Holloway College (University of London)

JUBILEE RESEARCH FELLOWSHIP

Applications are invited for a Jubilee Research Fellowship for a research fellow in the Department of Chemistry, Royal Holloway College, Egham, Surrey, TW20 0EX. The Fellowship is for a period of 12 months, commencing in September 1978. The Fellow will be expected to carry out research in the field of organic chemistry, and to publish the results of his research in the international literature. The Fellowship is open to British and Commonwealth citizens, and to those who have been awarded a first class honours degree in Chemistry from a British or Commonwealth university. The Fellow will receive a salary of £12,000 per annum, plus a research allowance of £2,000 per annum, and a travel allowance of £500 per annum. The Fellow will also receive a grant of £1,000 per annum for the purchase of books and other research materials. Applications should be sent to the Director of the Jubilee Research Fellowship, Royal Holloway College, Egham, Surrey, TW20 0EX, by January 15, 1978.

SCHOLARSHIP EXAMINATION

ORLEY FARM PREPARATORY SCHOOL FOR BOYS

South Hill Avenue, Harrow, Middlesex. The school is seeking applications for a scholarship examination for a boy to be admitted to the school in September 1978. The boy should be aged 11-12, and should have a good academic record. The examination will be held on January 15, 1978, at the school. Applications should be sent to the Headmaster, Orley Farm Preparatory School, South Hill Avenue, Harrow, Middlesex, by January 10, 1978.

DIPLOMA IN Television Studies

The University of London is offering a Diploma in Television Studies. The course is designed for students who wish to gain a qualification in the field of television studies. The course is open to students who have completed a first class honours degree in a related subject. The course is for a period of 12 months, and is taught by leading experts in the field. Applications should be sent to the University of London, by January 15, 1978.

ENGLISH LANGUAGE - Intermediate

The University of London is offering an Intermediate course in English Language. The course is designed for students who wish to improve their English language skills. The course is open to students who have completed a first class honours degree in a related subject. The course is for a period of 12 months, and is taught by leading experts in the field. Applications should be sent to the University of London, by January 15, 1978.

DOMESTIC AND CATERING SITUATIONS

COMPANION - HOUSEKEEPER

To elderly lady. Must drive. Own bedroom. Good salary. Good references. Apply to Mrs. J. Smith, 123 Main Street, London, W.1.

COOK (M/F) for small family

Must be experienced. Good salary. Good references. Apply to Mrs. J. Smith, 123 Main Street, London, W.1.

COOK REQUIRED for country family

Must be experienced. Good salary. Good references. Apply to Mrs. J. Smith, 123 Main Street, London, W.1.

COOK REQUIRED and of December

Must be experienced. Good salary. Good references. Apply to Mrs. J. Smith, 123 Main Street, London, W.1.

WILLING AND ABLE to Clean

Must be experienced. Good salary. Good references. Apply to Mrs. J. Smith, 123 Main Street, London, W.1.

ALL PARTS BUREAU PICTURED

Must be experienced. Good salary. Good references. Apply to Mrs. J. Smith, 123 Main Street, London, W.1.

MANAGER, THE SPANISH CAFE

Must be experienced. Good salary. Good references. Apply to Mrs. J. Smith, 123 Main Street, London, W.1.

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DOMESTIC AND CATERING SITUATIONS

CHAUFFEUR & HOUSEKEEPER

Large country house in the heart of Surrey. Housekeeper required. Must be experienced. Good salary. Good references. Apply to Mrs. J. Smith, 123 Main Street, London, W.1.

EXPERIENCED NANNY

CAN TRAVEL

Nanny over 30, required for a family of four. Must be experienced. Good salary. Good references. Apply to Mrs. J. Smith, 123 Main Street, London, W.1.

CHAUFFEUR

Male or female. Experienced chauffeur. Over 30. Some experience. Must be experienced. Good salary. Good references. Apply to Mrs. J. Smith, 123 Main Street, London, W.1.

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MERCEDES

2.8 SE, Silver, 2 weeks old, Metallic Paint, Milan Brown. 1978. Spec. Electric Roof, Tinted Glass, Central Locking, Bamberg Blaupunkt Radio/Cassette, 1,500 miles. £14,000. Consider Part Exchange.

GOLF

G.L.S.

Model 1978, new, left hand drive, automatic, silver green with velvet black interior, alloy wheels, stereo radio and cassette and other extras.

BMW 525 LHD

February 1977, 2 registered, 2500 cc, 160 bhp, 190 mph, 10000 miles, 1900000. £12,500. Consider Part Exchange.

BMW 3.3 1974 (M)

Blue with black leather upholstery, 2500 cc, 160 bhp, 190 mph, 10000 miles, 1900000. £12,500. Consider Part Exchange.

FORD RS2000, MK. II

Registered May 1977, White, 2000 cc, 160 bhp, 190 mph, 10000 miles, 1900000. £12,500. Consider Part Exchange.

PONTIAC FIREBIRD

2-door coupe, finished in burgundy, black vinyl roof, 2500 cc, 160 bhp, 190 mph, 10000 miles, 1900000. £12,500. Consider Part Exchange.

RANGE ROVER, 1 new R.H.D.

2500 cc, 160 bhp, 190 mph, 10000 miles, 1900000. £12,500. Consider Part Exchange.

VOLVO

144 De Luxe, 2000 cc, 160 bhp, 190 mph, 10000 miles, 1900000. £12,500. Consider Part Exchange.

WANTED

1975 BMW 2002 Cabriolet, 2000 cc, 160 bhp, 190 mph, 10000 miles, 1900000. £12,500. Consider Part Exchange.

Tomorrow marks the sixtieth anniversary of the independence of this former Russian Grand Duchy. This Special Report looks at the political and economic development of the country and its relations with the Soviet Union

FINLAND

Since independence Finland has dextrously trodden a neutral tightrope between East and West. The 4,750,000 Finns are a quiet, resolute and hard-drinking people with a tongue-twisting language who have established an enviable quality of life for themselves. Now, however, beset by recurring weak government and the aftermath of the energy crisis, they are being forced to come out of their northern haven to play a greater role in trading internationally

Recession strikes a sombre note

by Olli Kivinen

Economic facts of life dictate without mercy that the mood in recession-stricken Finland on the sixtieth anniversary of independence is very sombre. No large-scale celebrations are planned, and the whole occasion is taken more as an opportunity to look carefully where the country stands and how well it has been able to materialize the present-day dream of strengthening its position in the world by building bridges between east and west.

Finland is in a perfect position to act as a mediator in today's Europe. It has a distinctly Western culture and democratic way of life. It can be said that even though early years saw many difficulties, democracy has settled down firmly in Finland, and this rebirth of an age-old democratic tradition after turbulent years has led to a society which can boast of real equality and advanced democratic institutions.

Yet Finland also has an inherent understanding of the east which it acquired during a century as a grand duchy of Tsarist Russia. Finland was 60 years ago better prepared for independence than most other relatively new nations as it had its own national, political and social institutions extending over many years with a parliamentary system and distinctly Finnish culture, civilization and language. This advanced unionhood was completed during the nineteenth century, and it involved working with the Russians, sometimes at odds,

sometimes during the more liberal Tsarist rule, in co-operation.

This experience of living between East and West was to a great extent denied during the early decades of independent *sturm und drang* years which follow any nation's independence, and its rebirth started only after the Second World War.

Since then Finland has actively spread its cooperation attempts eastwards instead of looking solely to the West. In many ways the fiftieth anniversary 10 years ago was more of an occasion for reminiscence while now more attention is paid to Finland's role as a bridge builder. The reason behind this is partly that the country is in the middle of a presidential election campaign mostly aimed at strengthening the present foreign policy.

In addition to this Finland has very much in the aftermath of the European Security Conference, in which the country has been deeply involved and which is seen as a major event even though it is not so greatly appreciated in other European countries.

Finland has been successful in its bridge building attempts in security policy and trade, but the picture is not as satisfactory in cultural relations where it has been unable to bridge the huge gap of distrust which still divides Europe.

The economic recession has hit Finland hard with unemployment rising to words an unheard of 7 per cent and industries using only part of their capacity. These difficulties are a direct result of the world

recession and they hide the fact that the 60 years of independence have brought about rapid industrialization, a good social security system and a huge rise in the standard of living.

Even after the Second World War Finland was an economically backward country with a limited pulp, paper and timber industry. In 1950 more than 40 per cent of the labour force eked out a living from agriculture, a difficult task north of the 60th Parallel. Even in the early 1960s this figure was more than 30 per cent. After that it has decreased to roughly 15 per cent.

Finland has established modern and varied industries since then, and economic growth averaged nearly 5 per cent a year before the present recession. It was done without Marshall Aid and without major direct investment from abroad. This industrialization led about two years ago to the previously unthinkable situation as Finland overtook many other Western countries, including Britain, in per capita income.

Dislocation of the large labour force from small farms led to the inevitable social consequences, among them emigration to Sweden, but on the whole rapid change has so far been fairly well controlled.

The metal based industries especially have benefited greatly from liberal and innovative trading policies. Free trade agreements with EFTA and the EEC meant that the traditional basis for Western trade, which accounts for about 80 per cent of Finland's foreign

trade, was maintained. Simultaneously, Finland strove to open up more trade with the Comecon countries and especially with the Soviet Union.

During the recession the eagerness to trade also with eastern countries has paid good dividends. There is no doubt that trade with the Soviet Union has helped Finland to avoid serious difficulties and, contrary to many doubts, Finland strives hard to increase this trade. The main stumbling block is the difficulty in finding more to import from the Soviet Union as trade is conducted strictly on barter basis.

Different cooperation agreements between Finland and the Comecon countries have already become a basis for many other countries trying to increase their trade with Comecon. Finland, for its part, hopes that these agreements, among them the 15-year framework trade agreement with the Soviet Union helps it to maintain its position as one of the three most important Western-East block trading nations.

Also in foreign and security policy Finland has scored important victories recently and its position has improved considerably. The end of the Second World War was a watershed as Finland had changed policies and began a peaceful strategy aimed at keeping out of big power conflicts. This policy has since graduated to active neutrality with Finland taking initiatives in many sectors, most notably in European security and in the United Nations.

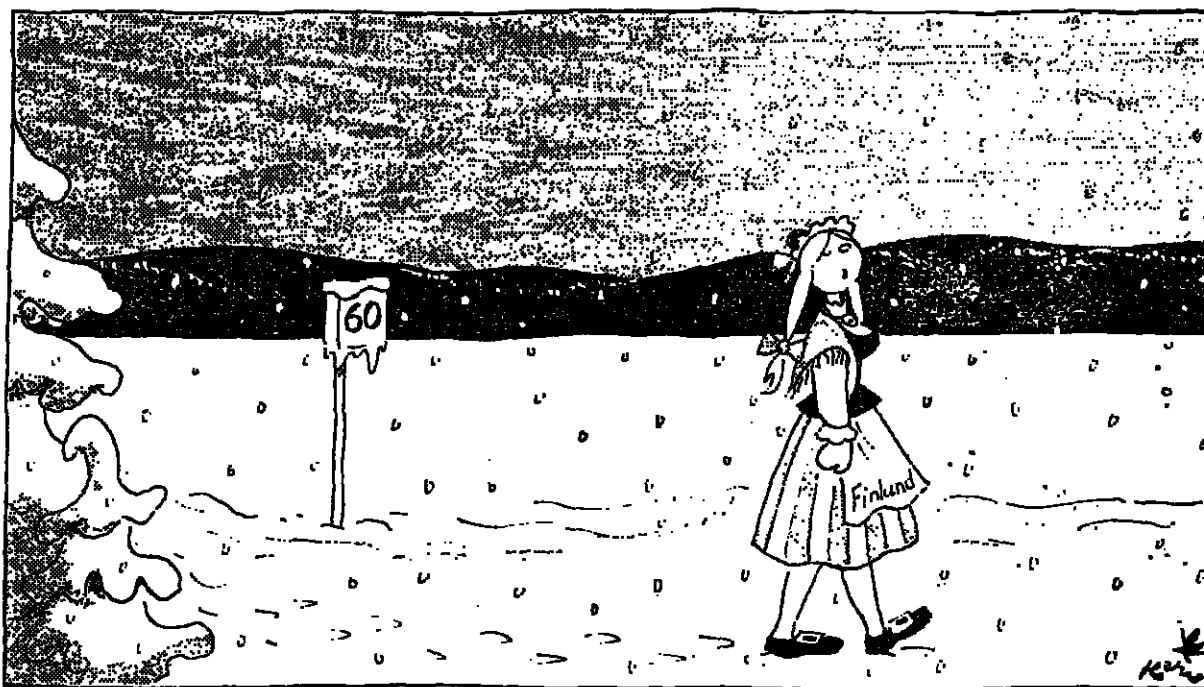
Finland is, because of its geographical position, more

dependent on détente than most other European countries. Any step towards the Cold War days is felt immediately in Finland, and thus it is naturally most anxious to improve East-West relations. The new and largely original foreign policy aimed at breaking the ice has led to a lot of speculation about going too far into Finlandization, but no objective observer looking at the results of this policy from a Finnish viewpoint can dismiss it as a failure.

Finns pride themselves on the fact that the present foreign policy, which has strengthened Finland's international position beyond anything so far achieved, is based on the country's own resources and ingenuity as well as the general status quo in Europe. It does not depend on Germany or any other power as in the past.

No one can naturally guarantee how Finland's new concept of using its position as a frontier bridge between East and West instead of the traditional standing on guard as an isolated outpost of the Western world can withstand potential pressures against the European security system, but for the moment Finland is clearly in a position to continue this active work and raise its voice in international arenas to a louder pitch than its size would justify.

In the more abstract cultural bridge-building Finns have not fared as well in trade and politics. The reason is, no doubt, partly that this sector is covered more by emotion than facts both



Miss Finland says "Footloose and fancy free, but it doesn't mean to say I haven't had my chances." The cartoon is drawn by Kari Suomaleinen, of the Helsingin Sanomat.

Minnow in a whale's vision

by Donald Fields

in the East and in the West, and this makes conciliation more difficult.

This must not hide the fact that Finns can also blame themselves as this bridge-building is hampered by the lack of détente at home: if this détente does not exist in cultural life it is difficult to spread it beyond the frontiers. Finland's non-socialists do not want to make a real effort to look to the East, and on the socialist side most activism has been frozen to a grim northern type of Stalinism which rejects everything Western.

This strong political adversity in cultural life has now staled the intellectual atmosphere. Perhaps the whole phenomenon adds up to a short quiet spell after a wave of activism, new ideas and life during the turbulent 1960s and early 1970s. This basically leftist-inspired movement has disappeared in Finland as in so many other countries, but in Finland the reaction has been more bitter than else-

where in Western Europe. This change can be seen most clearly among the new left although most of it has frozen into a rigid, sullen type Stalinism where even a glint of liberal thought is blasphemy. In the fight against isolation, which is another danger of the geographical position, this rigidity is serious as it forms another barrier against free exchange of ideas not only in internal but also international arenas and hinders Finland's attempts to become a powerhouse where East and West can meet.

Strong political passions even prevent calm public discussions on items like dissonance in the East block countries and Eurocommunism.

This cultural vacuum may be a temporary result of the dismal economic situation which clouds almost everything, but as present politicalized dullness prevents all important advances in cultural bridge building.

The author is on the staff of the Helsingin Sanomat.

Finland's foreign policy makers, from President Kekkonen downwards, are said to sleep most soundly when their country remains outside world headlines—unless they relate to the promotion of conferences or peacekeeping. By this yardstick they can hardly be insomniacs; between the "note crisis" of 1961 and the hijack of a Soviet airliner to Helsinki last July the sensation-mongers were ill-served. Even the hijack, fizzling out in the quiet extradition of the two Russian perpetrators in accord with a three-year-old agreement, quickly lost its news value.

Outsiders are often mystified how Finland can live freely, its traditions intact, next to a giant. The situation

is often dismissed as one which manifests a Soviet desire to maintain a show-piece for peaceful coexistence. Such a view underestimates Finland's adept policies.

The Finnish-Soviet Treaty of Friendship, Cooperation and Mutual Assistance, signed in 1948 and renewable unchanged until 1990, is a far-sighted document which, unlike Russia's agreements with its cold war satellites, notes Finland's desire to "remain outside the conflicts of great powers". The key military clause obliges Finland to defend itself in the event of an attack by Germany or its allies on Finland or its Soviet Union through Finnish territory.

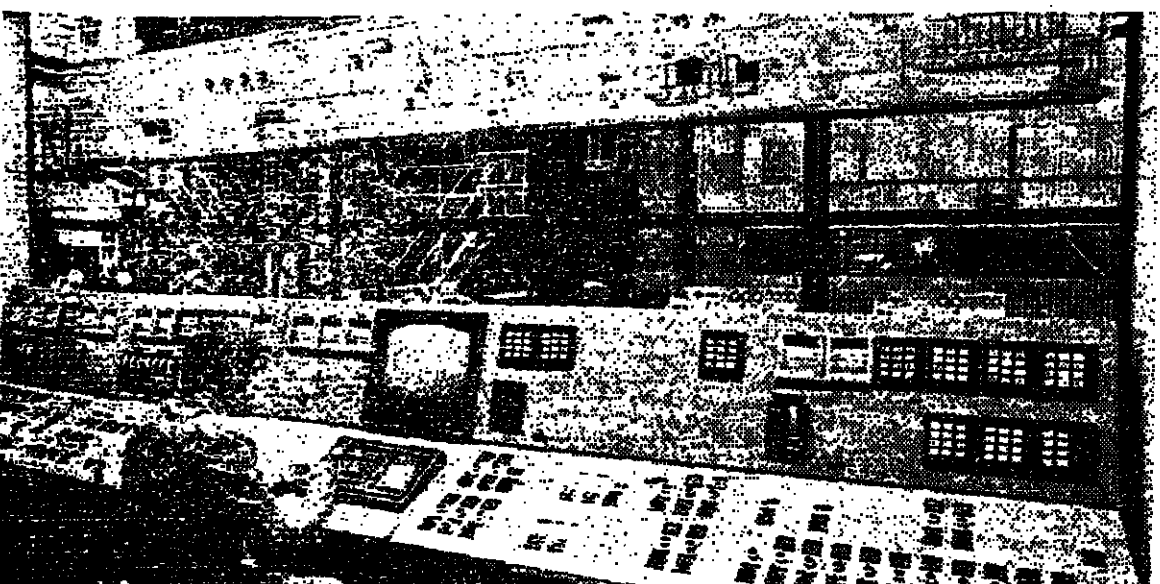
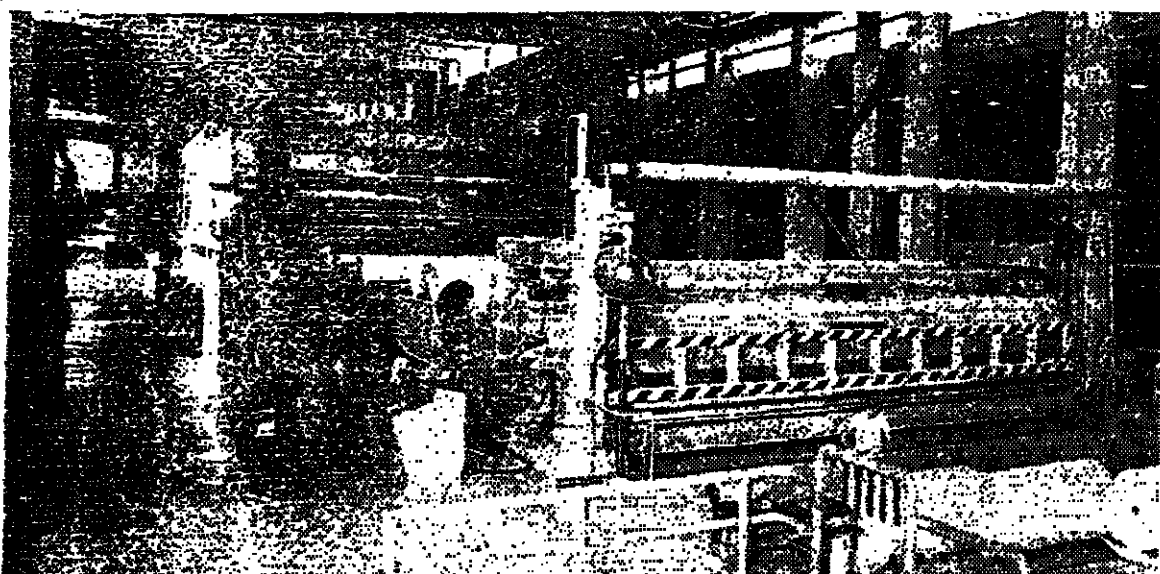
In 1961 Khrushchev, citing the "threat" of such an

continued on next page

Runnability & printability

The main concerns of the press-rooms.

When choosing papers, good runnability and printability are the main concerns of press-rooms. UK newspapers have an increasing demand for high quality lightweight paper. Varkaus Papermill offering substance ranges from 25 to 49 gsm, is a big supplier to press-rooms.

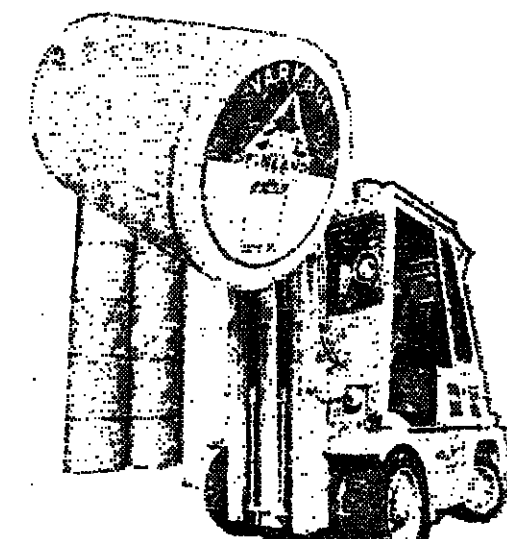
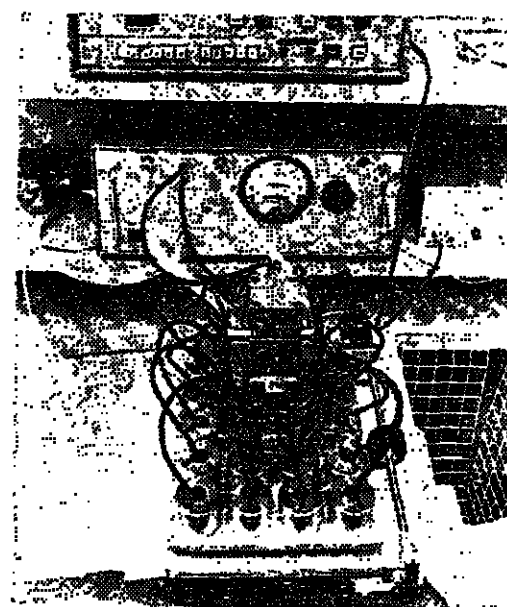


Recently we had the start-up of a big paper machine with a trim width of 866 cms (340 inch). Apart from normal newsprint qualities this machine is also capable of making lightweight paper and thus we are ready to meet all the needs of the UK markets. In our paper-machine the new hydraulic headbox gives the paper a good formation. Our twin wire section combines the advantages of the conventional fourdrinier and double wire pressure formers. It gives the paper a good fine-fibre retention, essential above all for opacity. When designing the controllability at the whole machine we have devoted great care to cross direction web uniformity. Thus the paper web profiles we have reached are very good.

We have also introduced a new raw material for newsprint called thermomechanical pulp (TMP). This combines the advantages of stonegroundwood and chemical pulp. The practical results have proved to be highly satisfactory.

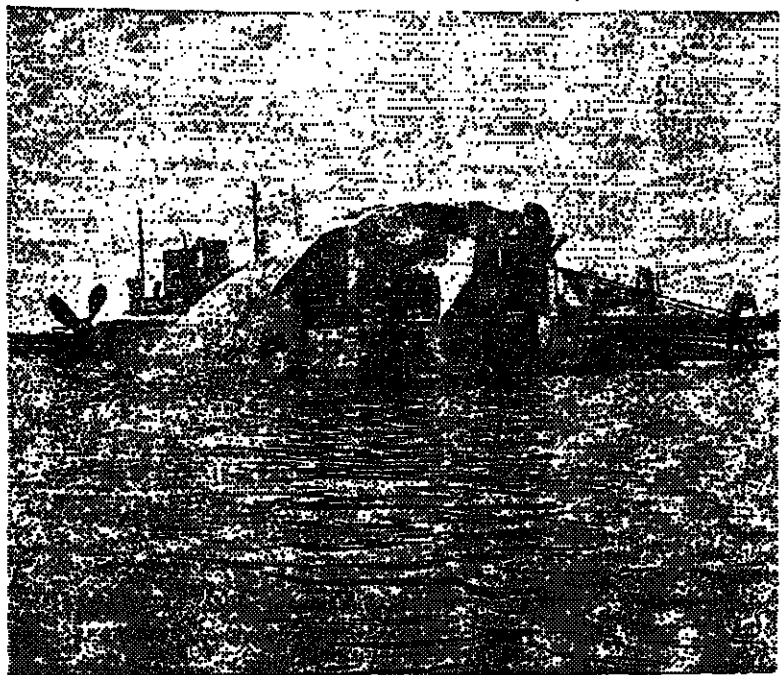
In our quality-control system we have applied automation to a very high degree in the form of numerous automatic measuring instruments, a data-transfer system, and data-processing.

Our winder is a completely automatic computer-controlled device. Its special tension control programme gives high level of uniformity and optimum distribution of tension throughout the paper reel. Thus we are able to guarantee uniform quality throughout each single roll and also from roll to roll in the whole lot of paper, as well as from one delivery to the next, so that the printers will receive paper they are familiar with and which they can rely on at the printing stage.



AHLSTRÖM
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Pohjola-Suomi-Salama is the leader in Finnish insurance, a group of non-life and life companies combining high capacity with first-class security. Pohjola-Suomi-Salama is an international company as well: it has subsidiaries, holdings and agencies in many European countries, in the UK among others, and in the USA. In 1976 we met £85 million in claims, while the revenue from premiums on 2.5 million policies totalled £103 million.

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The leader in Finnish insurance.

Olli Kivinen discusses the policies of two presidents—the present, holder of the office, Mr Urho Kaleva Kekkonen and his notable predecessor, Mr Juho Kusti Paasikivi, who came to terms with his powerful eastern neighbour

A strong man in Paavo Nurmi's land

Unlike his predecessor, Dr Urho Kaleva Kekkonen was not a generally accepted choice for the presidency in 1956. On the contrary, he won the presidency by the narrowest possible majority and he was by far the most controversial of Finland's politicians.

Dr Kekkonen, born in 1900 in the north-eastern province of Kalviainen, is one of the new breed of Finns whose active life began after independence was won in 1918 and who were not involved in the struggles of the last years under Russia. Thus he can be seen as a personification of new Finland. He went during his younger years through a period of intense nationalism in the intellectually dominant Academic Karelia Society and supported a strong war effort against the Russians in the early years of Finland's participation in the Second World War. His transformation to the realism preached by Paasikivi began during the war when he was already an influential politician and writer.

He was to become a dominant force of the last years of Paasikivi's presidency when he was several times Prime Minister. He also became an ardent supporter of the Paasikivi line, even to the extent that after a couple of years after the beginning of his presidency the name of this new foreign policy was changed into Paasikivi-Kekkonen line. Not without reason, because the change to active neutrality was initiated by President Kekkonen.

The length of Dr Kekkonen's tenure in office, 21 years by now and more to come, since he is likely to be re-elected in January, has led many Finns to search for reasons for this. Is it, as his opponents say, that he has cut down all opposition or do the Finns really want to hang on to him as a safe haven in the turbulent and fast changing world where this need for strong leadership to govern with the President's obvious willingness to remain in power form a perfect synthesis. It must be noted that history does offer a lot of examples of the Finnish desire to find strong leadership.

In the beginning of his presidency Dr Kekkonen provoked passions which were so strong that few could believe that they existed in calm and sober Finland. He is still hated and revered, and at both ends extremes are frequent.

His fiercest opponents



President Urho Kekkonen, after a period of intense nationalism, adopted his predecessor's pragmatic policies towards Russia.

He was the great divider in Finnish politics with whole parties breaking up or being formed solely because of different opinions of him and even now this debate has not calmed down.

President Kekkonen has all the ingredients needed to make him a popular person in Finland. His background is modest, and he offers a real example of the great equality achieved in Finland. He is also an active sportsman, whose physical fitness is legendary, even though he is 77 years old, no mean achievement in Paavo Nurmi's and Lasse Viren's land. Furthermore, the President feels notably at ease when he meets ordinary people during his frequent trips inside the country.

His whole person is typically Finnish and fits the image of Finland: a slightly rough, hard driving country which in spite of mature years still looks for elbow room in the world which has never treated it too softly.

claim that he is selling the country down the river and Soviet tanks can be expected in Helsinki's streets any day. His most ardent couriers are making him into a near saint whom Finland is to thank for everything good, and some statements praising him do not differ much from Eastern personality cults.

Those extremes are, however, confined to a small group. A clear majority of Finns have accepted him as an unusually strong leader—he was first a minister in 1935—and his popularity has grown steadily even among those who opposed him earlier.

When Finland lost its war against the Soviet Union the man chosen to pick up the pieces, Juho Kusti Paasikivi, was theoretically the most unlikely choice. He was the leader of the Conservative Party and the prime example of an arch capitalist.

The year 1944 brought an end to a generation's way of thinking and to policies based on dealing with Finland's grim eastern neighbour with arrogance and force of arms. The whole capitalist system was in danger as victorious Russians advanced on all fronts towards the west. The local communists, who had been suppressed for years, found their power under the Allied Control Commission dominated by the Soviet Union. But even so, the Russians wanted to deal with Paasikivi: the only Finn they could trust.

As it turned out, the cunning old capitalist who was in charge prevented Finland from going the way Czechoslovakia went in 1948. Strangely, even this did not end Paasikivi's standing with the Kremlin.

History may show one day that the Russians were right in believing that Paasikivi was strong enough to persuade the Finns to move instead of hate their eastern neighbour. Paasikivi knew that the Russians wanted to ensure the safety of their north western border, and he convinced them that friendship was more likely to achieve this than force, because the Finns had shown they still had much fighting will left if it were needed.

Cunning old capitalist saved the day



President Juho Kusti Paasikivi, described as Finland's greatest statesman in war and peace, died in 1956.

Paasikivi's whole political life can be called an outstanding example of realpolitik. He had learnt in "old Finnish" party circles that confrontation is not necessarily the best policy for a nation of five million people in dealing with a nation of 200 million. He saw the advantages of friendship economically, politically and culturally, and this realization led to the situation in which the Russians totally ignored his background.

Paasikivi entered Finland's first unicameral Parliament in 1905, and he advanced rapidly to become a minister in the autonomous government. In 1914 he was chosen to head one of the two big banks, the Kansallis-Osake-Pankki, and with his ruthlessness he soon made a fortune. He served briefly as prime minister but was thrown out of office because

he was an ardent supporter of monarchy. He could not see any of his politician friends as head of state, "because we have all been drinking together", he said.

In the early 1920s, however, he headed the Finnish delegation that negotiated the peace with the Russians. This peace was derided by extremists as a surrender.

His diplomatic skills were needed once again in the eve of the Second World War when he was once again sent to Moscow to negotiate with the Russians, whose demands were turned down—a rebuff that contributed to the causes of the legendary Winter War. He also served as ambassador to Moscow in the peace period between the Winter War and the Continuation War which began in the summer of 1941.

In 1944 Paasikivi was called on to serve as prime minister and in 1946 as president. He remained the dominant force during Finland's difficult years until 1956.

That period of nearly 12 years was crucial for Finland: serious economic and political dangers, among them a communist takeover attempt, were thwarted and a new foundation for the independence built from scratch. Paasikivi, by now a moody and surly old man, played a decisive role. His political opponents charged once again that he courted the communists and the line prevailed and Finland, against long odds, remained an independent democracy.

to criticize others been abandoned: southern Africa, where what is regarded as a departure from all reasonable standards, is found

abhorrent. Last September Finland, with its Nordic neighbours, witnessed economic measures against South Africa and expressed willingness to "facilitate peaceful solutions in Zimbabwe (Rhodesia) and Namibia", an initiative since overtaken by events. Experienced in peacekeeping, Finland is prepared to contribute troops to a United Nations force in Namibia.

Minnow in a whale's vision

continued from previous page

attack, invoked the joint military consultation procedure. But once President Kekkonen had given a warning of a growing "war psy-

choisis" in northern Europe, Khrushchev dropped the idea, knowing that Finland was only one sensitive spot in the broader area of international tension.

Since then all discomforts have been avoided. Relations with the Soviet Union were reinforced last May by an economic development programme terminating simultaneously with the friendship treaty. The whole basis of foreign policy has been shaped through nearly symmetrical, big-building association with the East, free trade with the EEC for co-operation with Comecon; identical dealings with the two Germanies.

Finland has played host at the preliminary consultations and two sessions of the European Security Conference, and as Mr Paavo Väyrynen, the 31-year-old Foreign Minister observes: "The decisions we have made have gained general recognition and approval." Mr Max Jakobson, a former ambassador to the United Nations, points to the stable and established pattern of relations in Europe, in particular the settlement of the German issue, saying: "Finland's position is fixed more firmly than ever before. In Europe traditional foreign policy issues have faded before people's occupations with national economies."

Yet some suspicious, aroused by the sinister word "Finlandization", are bound to linger. Some commentators argue that independence is being chipped away, slowly and barely perceptibly. Published estimates lead critics to expect an increase of the Soviet share of Finland's trade from about 20 per cent in the present five-year period to about 28 per cent in 1980. But this would come about only if there was no growth in business with the West—a most improbable prospect. Similarly, though Finland is relying heavily on Soviet fuel and technology in raising the nuclear share of its energy capacity to a projected 15 per cent in 1985, it is diversifying its sources of oil supply away from the Soviet Union.

Sceptics note that pro-Soviet propaganda has probably been "enjoying freer circulation than that from any other source. Yet in such a westward-oriented country this may be counter-productive. Fears that the sixtieth anniversary of the October Revolution and Finnish independence, historically-linked events, would be jointly celebrated at state level proved unfounded, the main effort being confined to the Finnish-Soviet Friendship Society.

Another pessimistic view claims that Finland, ever ready to adopt an accommodating attitude, anticipates Moscow might think on international as well as bilateral issues. This, however, overlooks the skill with which the Finns, starting with their spell of autonomy under the Tsars, have mastered the art of gestures which placate the Russians but carry a clear refusal to kowtow.

Ploughing their lonely furrow, the Finns have followed a consistent line of neutrality that recognizes realism. President Kekkonen has called neutrality

his lifework. Several observers have been worried by Moscow's apparent reluctance explicitly to add its own endorsement. "Neutrality" is the first word looked for in communiques.

That covering the President's visit to the Soviet Union last May helped to allay apprehensions: "Finland's foreign policy... contains no element of the Treaty of Friendship... Finland's endeavour to apply a peace-loving policy of neutrality." In East Germany in September, the convolutions changed: "Erich Honecker stated that Finland, in pursuit of her peace-loving policy of neutrality, contributes to the strengthening of international security..."

The nuances might be irrelevant but for the store now set upon neutrality by public opinion. In contrast, the hardcore communist minority (6 per cent of the electorate) wants an alliance with the Soviet Union. De-riding neutrality, it sees the treaty as the sole motivating force for Finnish policy.

The far right has its lunatic fringe, represented by at least three of Dr Kekkonen's four opponents in the forthcoming presidential elections. Harboured anti-communism grudges and ranting rusty sabres they imply that policy to the East is, or could be, a sell-out.

In between lies the broad spread of the six big parties from Conservative to revisionist Communism—which have instructed people to vote for Dr Kekkonen. The one strand uniting this motley array is foreign policy. Since this sector won 80 per cent of the vote in the 1975 general election it is inconceivable that the President will not be re-elected.

The agreement is so unambiguously overwhelming and the pragmatic Paasikivi-Kekkonen line has borne so much fruit (since the return of the Porkkala naval base and Finland's admission to the Nordic Council and the United Nations in 1955-56) that those naturally given to a critical approach, including journalists, seem appalled by the lack of substantive issues to attack. They publicize vindictive anti-Kekkonen statements or magnify incidents which would elsewhere be deemed trivial.

Since the Helsinki conference there have been some scattered examples of what Mr Jakobson calls "verbal exercises and theological questions". Hiding behind the pseudonyms Bartolomeo and Komissarov, semi-official Soviet authors produced a study which appeared to indicate that Moscow had unilaterally extended the friendship treaty's geographical scope and wanted to speed the military consultation mechanism. Mr Väyrynen's comment is: "What really matters is not books, but agreements and communications between the Governments."

Since his proposal for a nuclear-free zone in Northern Europe in 1963, President Kekkonen has been regarded by some Scandinavians as a maverick with antennae keenly tuned to Moscow. Perhaps they felt vindicated when an Oslo newspaper "leaked" a conversation he had with Norwegian leaders in September 1976. He was stated to have expressed qualms at the introduction of West German troops into Nato exercises in Norway, an implicit threat to the core of Nordic strategic balance. The storm blew over

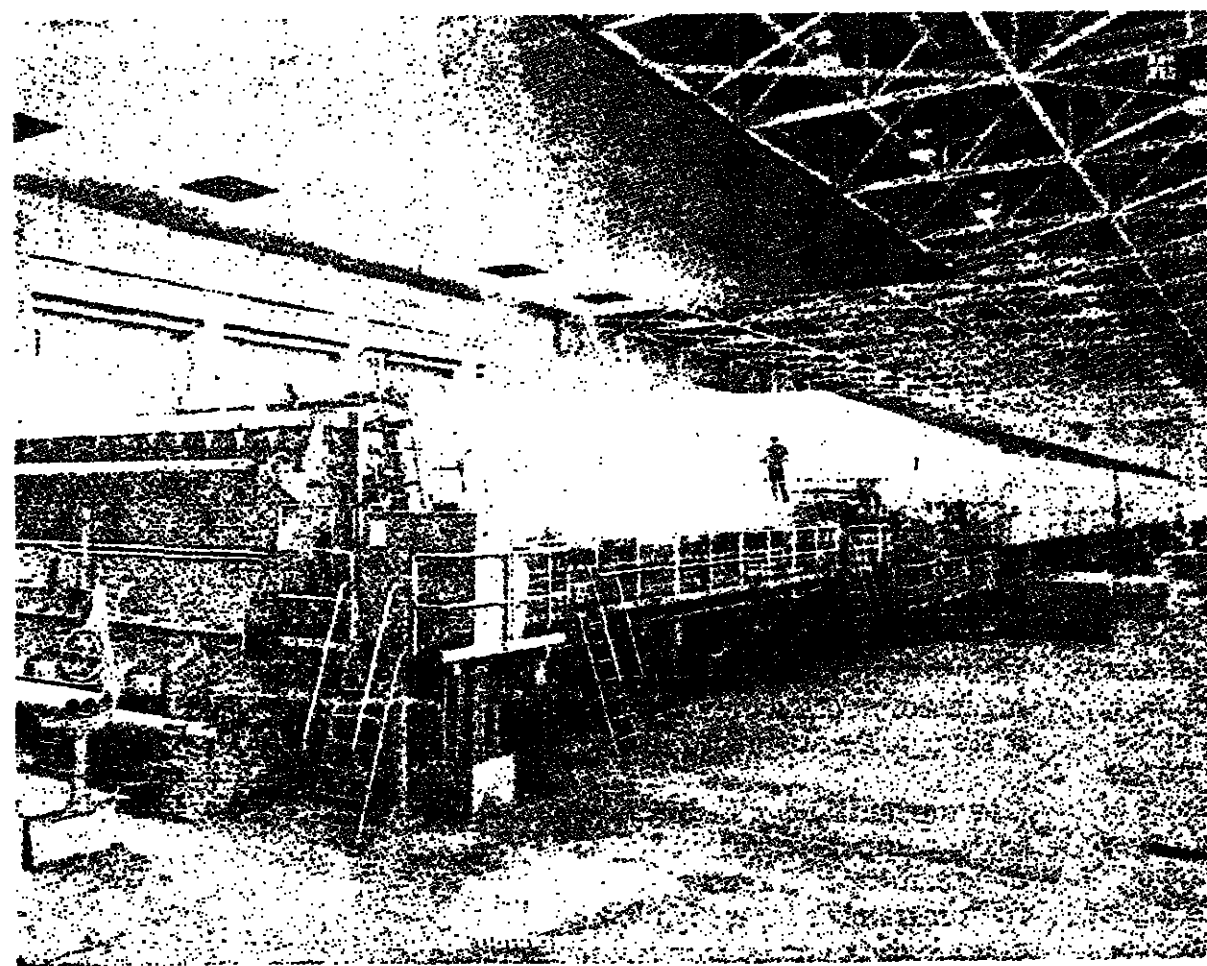
with Norway upholding its line and vaguely promising to consider Finland's feelings.

Within Finland it is conceded that a modicum of "self-censorship" exists; allegedly, many writings which might offend Moscow or upset Finnish-Soviet relations do not get into print—except, perhaps, in Sweden. Professor Keijo Korhonen, a political historian who is now a senior foreign ministry official after a stint as ambassador, notes the sharp polemic of the Belgrade review meeting: "There is a certain censorship in all human relations,

but Finland is an open society where you can write what you want. It is up to individuals what sort of attitude they adopt."

This line is echoed in a dispassionate approach to the human rights clauses in the Helsinki Declaration. "Relationships between individuals and the state are understood in different ways, and changes are not quick," says Professor Korhonen, emphasizing the generally favourable trend rather than the sharp polemic of the Belgrade review meeting.

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Cooperation with communists steers clear of French failures

by Olli Kivinen

Stability can hardly be described as common in Finland's internal politics—as the country has seen 60 governments in as many years of independence. The multi-party system is one contributor to this record, but the split in the left into strong social democratic and communist parties has also led to instability.

In the 1960s the Communists came out of their permanent opposition which began at the end of the 1940s after they were not able to use the postwar turmoil to make a revolution.

The Communist participation has become a normal

factor in Finland's politics. They have joined three coalitions and are at present a part of the centre-left coalition government led by Mr Kalevi Sorsa, of the Social Democratic party.

Communist participation has meant an extension of centre-left cooperation towards the left but it has also meant that the split in the Communist Party has deepened considerably.

Earlier the Social Democrats and three centrist groups were fated to govern Finland. The Communist

participation in coalition work is very much the brainchild of President Urho Kekkonen. He does not want to see the Conservatives, who earlier opposed him bitterly, in the Government, not

even now that the Conservatives have made a turnaround and supported his reelection.

During the present recession the Communists have remained a loyal coalition partner even though they are forced to prop up the capitalist system. This has benefited many of the benefits of opposition, but it has also calmed down political storms in the country and made the Communists more acceptable as a political party.

Mr Kalevi Sorsa, the Prime Minister, is perhaps the leading authority on

the Communist participation as coalition partners as he leads for the Communists as he leads for the Conservatives, second time a coalition which includes them.

Speaking about the

Finland's model, Mr Sorsa said in an interview with *The Times* that the transfer of political models from one country to another is difficult because of different social conditions. One can, however, learn from other countries. In that sense there is much interest in Finnish government cooperation.

The Finnish cooperation differs greatly from that of France, and that is why it does not need to suffer the same fate, Mr Sorsa said.

According to Social Democrats thinking the left in Finland's political circumstances must aim at government cooperation. He said: "We do not base our cooperation on wide-ranging

common programmes or electoral unions. On the contrary we emphasize the complete ideological and programme independence of our party and also that our party remains an independent alternative for voters.

"We feel that attempts to write long-term programmes inevitably leads to disagreements. The longer the time span the more suspicious the 'ideological porridge'." This is why we have decided to aim at cooperation in firm reforms when parties can agree on common goals. The practical outcome of this kind of cooperation is the writing of the government programme when a coalition government is formed.

"The Finnish model of co-

operation not only involves the cooperation of the left Eurocommunists as their but also three parties from the political centre. It has been like this always when the Communists have joined coalition cooperation. The basis for cooperation is as they did in the 1940s.

One observer pointed out recently that revisionism has only caught on among the big West European parties, because they stood steadily on their feet and had self-esteem. In order to grow and stay big they had been compelled to be more tolerant than small orthodox groups.

These big parties have influenced in many ways political developments in their countries by sharing respon-

sibility with trade unions, local government and parliament. Pragmatic policies form pragmatic politicians. They are realists because anyone who bears responsibility cannot long remain radical as the difference between revolutionary ideology and reformist praxis grows too wide and the ideology has to give way. This has happened to the West European parties and on many matters to the East European communist parties in power.

In Finland this can be seen particularly in that communist participation in government has rapidly decreased the tendency for extra-parliamentary activities even though the hard-line party in reformist directions.

Most revisionists have for the past 10 years preferred government participation because it gives them an opportunity to advance their reformist policies. At the same time they hope that government cooperation helps them by moving the party in reformist directions.

Stalinists oppose participation in government.

One thing about the Finnish example of communists in government is certain; it has not helped the party's attempts to heal the deep split into the "majority" headed by the moderate chairman Mr Aarne Saarinen and the Stalinists or Taistoists, as they are commonly called after their leader Mr Taisto Sinisalo.

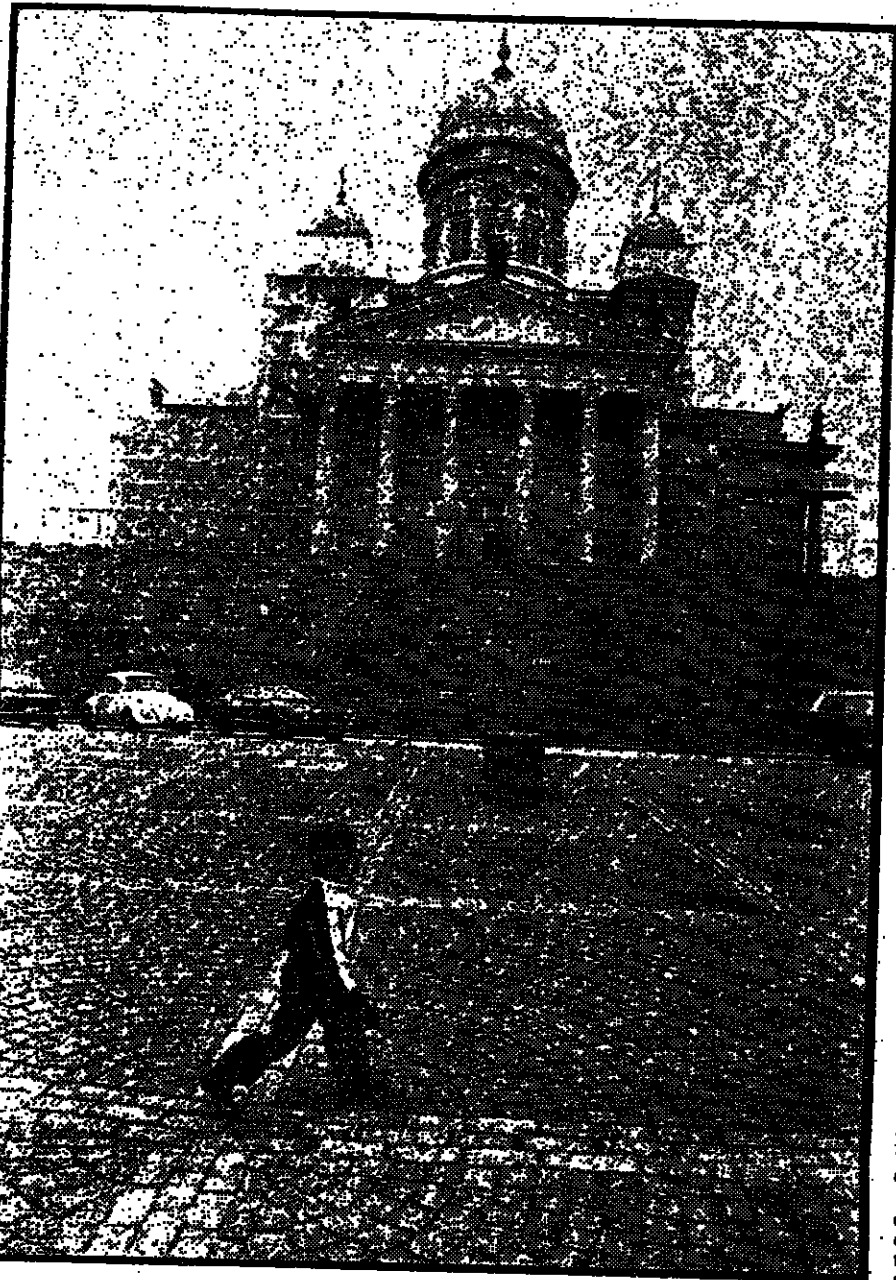
For Union Bank the main development of the last year has been the establishment of a wholly-owned subsidiary in Luxembourg, Union Bank of Finland International. As well as helping to finance Finnish trade and investment projects, the subsidiary is heavily involved in the syndication of international loans. In addition to representative offices in the main financial centres of the world, Union's chief involvement is through its affiliates, Scandinavian Bank in London and the Geneva-based Banque Scandinave en Suisse.

KOP's overseas operations

also lay the main emphasis on assisting the export effort of Finnish companies. The most important link is through the London-based Nordic Bank, which has recently been expanding in Singapore, as well as carrying out a share of the increasingly important leasing market by setting up a subsidiary in Amsterdam.

Elsewhere, all the above-mentioned commercial banks have a growing involvement in Eurobonds, although for the past 18 months their share of the market has been limited by the fact that fewer Finnish companies have used Eurobond financing—there were only eight issues in 1976 compared with 13 the year before.

The author is Banking Correspondent, The Times.



Tuomiokirkko Cathedral in Senate Square, Helsinki.

by Ronald Pullen

Three years of hard labour for the Finnish economy as a whole has inevitably left its mark on the banking sector, the more so because with precious little room for manoeuvre under a singularly stiff monetary policy the banks have been first in the firing line of government measures to close the yawning current account gap and curb inflation.

With the backdrop of a weak economy, the banks have had to forgo any plans for expansion since their lending base has been constricted by tight credit control conditions and the deposit base has been hampered by the sharp drop in the propensity to save in Finland.

Commercial banks in particular have found themselves in a cleft stick since they have had to put high priority on cutting back their excess borrowing from the central bank to protect profitability, which fell sharply last year as a result of the penalty rates of interest charged by the Bank of Finland. At the same time the Finnish banks are trying to meet their obligations to industry with whom they traditionally have a close working relationship.

Coupled with wage and other cost pressures, the overall picture for the past two years has been one of shrinking commercial bank profitability.

Liquidity, too, has been severely strained over the

past two years. Although cash reserve and solvency ratios are well within the minimum requirements of the 1969 Commercial Banking Act, both KOP and Union Bank of Finland have made United States \$30m Eurobond issues this year.

There is some pressure on the Government to loosen the monetary strings and indeed the September devaluation package did include a 1 per cent cut in the discount rate and accompanying reductions in other lending and deposit rates. But the Finnish economy has so far stubbornly refused to respond to medicine. The high inflation and unemployment makes it likely that the banks will have to live with a tight monetary regime for some time to come.

Moreover, the Government has little scope to increase further the level of personal and corporate taxation without rendering their already short lives even more ephemeral. The emphasis, therefore, is likely to continue to be laid on monetary policy. Indeed, the Bank of Finland has gone to some lengths to split this out.

With a fairly small national debt to play with, the absence of other monetary instruments, the Government bills and the small amount of state bonds compared with the assets of the

banks, the chief means at the Bank of Finland's disposal to impose its will on the banking system is the fairly direct one of determining the terms on which commercial banks can borrow.

For their part, the lack of a developed money market and a strictly controlled call money market means that the commercial banks have only two sources of funds—personal deposits or the central bank. For the past three years the commercial banks have been trying to adjust to the progressive lowering of central bank quotas and the credit it will allow.

In October, 1975, faced with an acute balance of payments crisis, the quotas were reduced from Fmk 2,800m to Fmk 2,500m. In July last year they were further cut to Fmk 2,300m and this year they have been lowered in two equal stages to Fmk 1,900m although this has been due in part to a need to soak up excess liquidity in the system as a result of the dismantling of the import deposit scheme.

The basic rate for central bank funds has been 9½ per cent for the past four and a half years but once the commercial banks exceed their limit the interest rate rises steeply to a maximum rate of between 25 and 30 per cent. As this cannot be passed on to customers the banks have cut late profits to the extent of Fmk 100m in 1976.

This year, however, the burden will have been re-

duced as the commercial banks have been given added incentives to adjust their borrowing to central bank targets and profitability will be greater to the extent that they have managed to do this.

Apart from the quota system the central bank has a battery of other controls over the banking system, including qualitative guidelines on who should be allowed to obtain credit. The guidelines in force at present emphasize that credit should be granted only to satisfy working capital needs of industry and that in general loans to non-productive investment, consumption and service industries should be curtailed.

The Bank of Finland also keeps rigid control over foreign borrowings, which continue to be steadily contracted. Short-term credits are still widely permitted, but long-term foreign credits and short-term financial credits are allowed only on a case-by-case basis.

Yet there is more to the banking system than just the commercial banks, even if they do account for 37 per cent of total deposits and are responsible for the lion's share of foreign trade financing.

The second most important category is the 280 savings banks, followed by the 380 cooperative banks, which account for 27 and 22 per cent respectively of deposits. The smallest group is the state-owned banks with 14 per cent of deposits. More on the fringe are the

half-dozen mortgage credit institutions, the insurance companies and development credit institutions which have a role in the financial markets but do not carry out all the usual banking functions.

While the commercial banks have been hit by the drop in time and demand deposits to the extent that growth last year was only 5 per cent, the smaller groups have fared rather better with the savings banks enjoying a 13 per cent growth in deposits last year and the cooperative banks 15 per cent.

Similarly other financial institutions have done better on the lending front with insurance companies and development credit institutions pushing up theirs by a fifth last year although the mortgage institutions managed only 11 per cent because of the difficulty they have in raising funds abroad or on the domestic bond market.

Faced then with stunted prospects at home Finnish banks have been increasingly turning the accent on overseas development. The Osuuspankkien cooperative bank has a 2.55 per cent stake in London & Continental Bankers, a London-based group of a dozen European cooperatives mainly involved in managing international loans, and further moves in this direction are expected. The two main commercial banks, KOP and Union Bank, are also putting rather more effort into expanding and diversifying their international base. With the likelihood that the Bank of Fin-

land's control of foreign credits is likely to be a long-standing feature, there is a premium on other banking operations linked with foreign trade.

For Union Bank the main development of the last year has been the establishment of a wholly-owned subsidiary in Luxembourg, Union Bank of Finland International. As well as helping to finance Finnish trade and investment projects, the subsidiary is heavily involved in the syndication of international loans. In addition to representative offices in the main financial centres of the world, Union's chief involvement is through its affiliates, Scandinavian Bank in London and the Geneva-based Banque Scandinave en Suisse.

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The author is Banking Correspondent, The Times.

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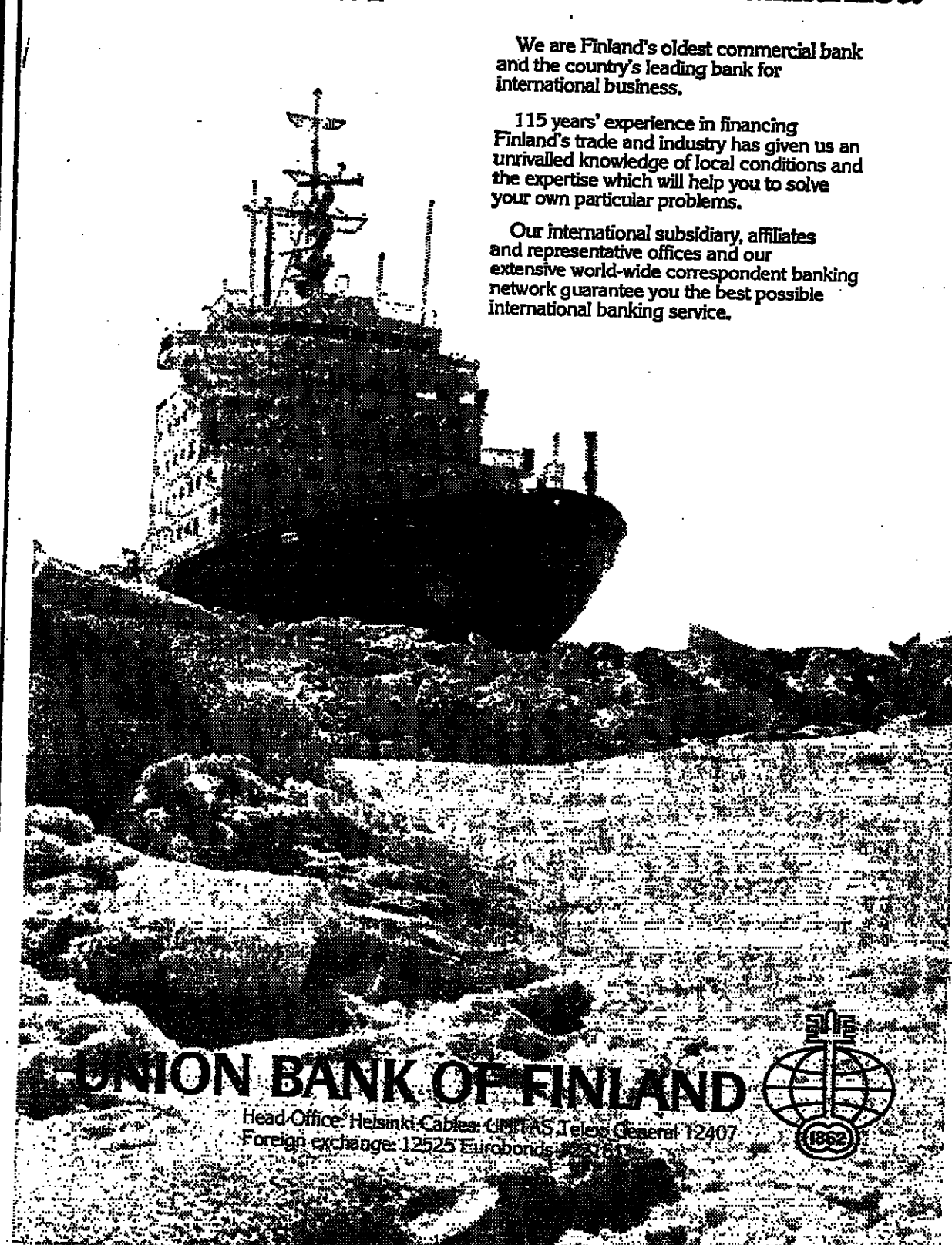
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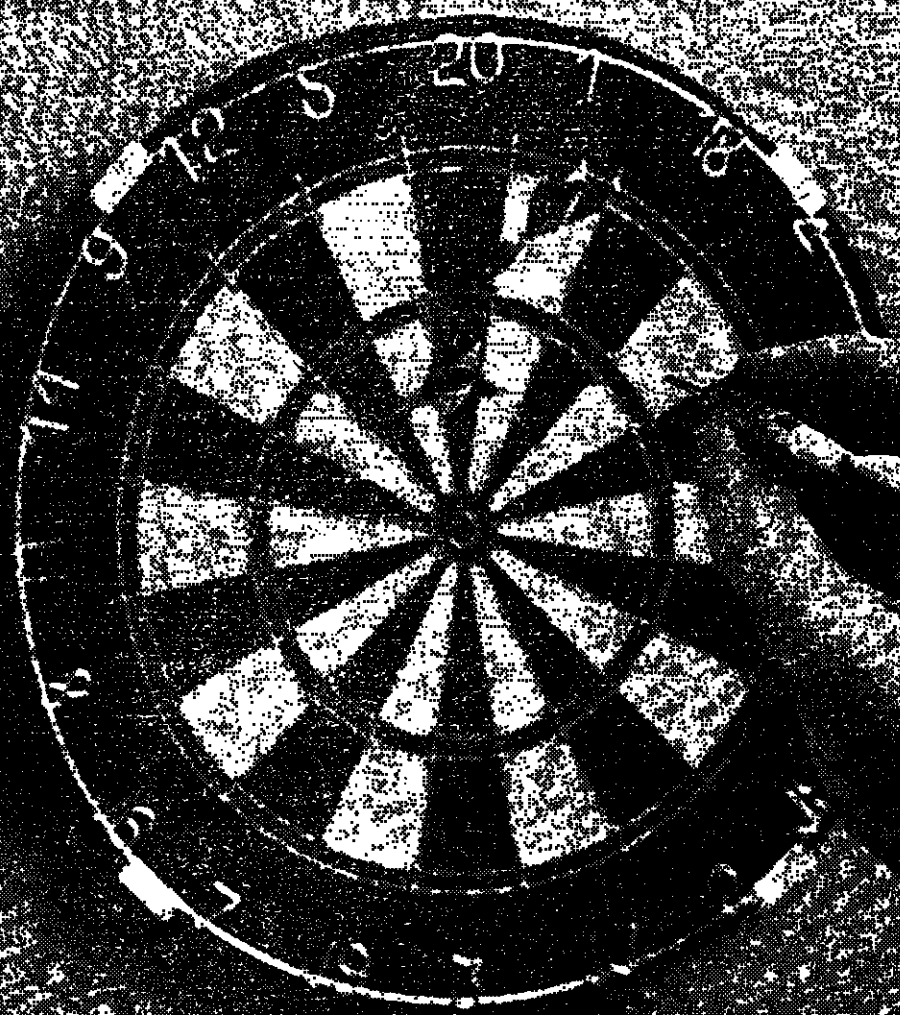
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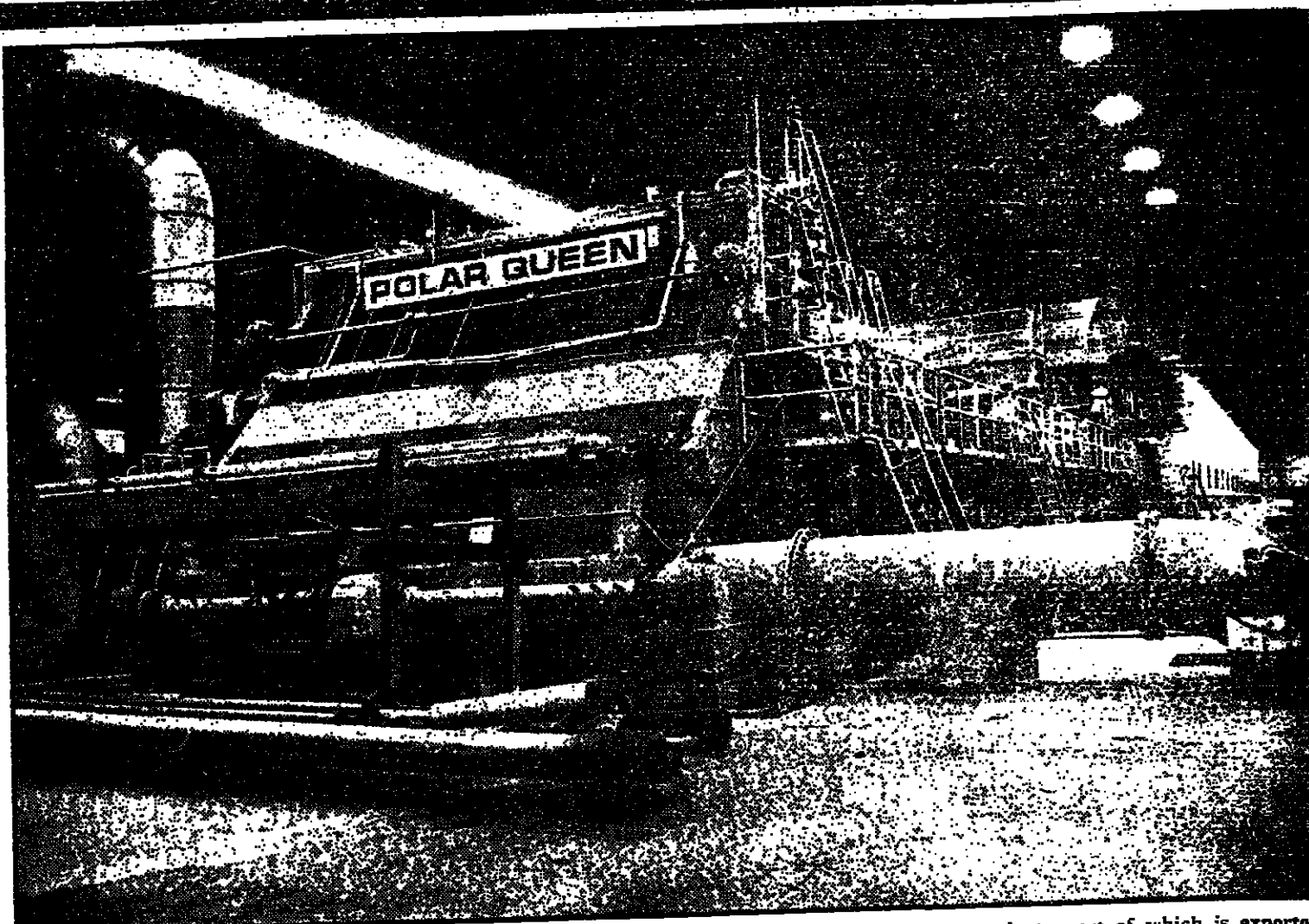
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One of the largest kraftliner machines in Europe, operated by Kemi in northern Finland. The product, most of which is exported, is used in cardboard boxes and last year the machine operated at 85 per cent of capacity.

Wood processing experience pays off in world markets

by Edward Townsend

Three of Finland's biggest paper machine builders, Tampella, Valmet and Wärtsilä, last year concluded a deal with the Japanese that marked another step forward in the business of exporting the considerable experience of the Finnish wood processing industry.

The agreement between TVV—a joint marketing and product development company—and Sumitomo Heavy Industries gives the Japanese the right to manufacture under licence all types of paper and board machines made by the three companies, who have also undertaken to train Japanese engineers.

The contract reflects the impact that world economic recession has had on the direct export from Finland of capital equipment. New orders in the past few years have become increasingly scarce and to maintain their position as one of the world's leading suppliers of hardware and expert knowledge, the Nordic pulp and paper machinery makers have had to resort to licensing and collaboration agreements.

It is estimated that within the next few years about one million tonnes of new capacity will be installed in Southeast Asia with consumption of paper and board in the region expected to rise from 10 million tonnes to 22 million tonnes.

With Finland responsible for 15 per cent of annual world paper output and with forest products accounting for almost half of Finland's exports, it is not surprising that the country has developed and equipped itself with the best machines—from forest tractors and haulers up to the most advanced paper mills.

But the speed with which their supremacy has been exceptional.

In the past 15 years or so, after the modernization of its own forest industry, the Finnish machinery makers had spare capacity which could be fully used in the long term only by selling abroad.

The Finns' own experience building large integrated pulp and paper mills, coupled with the building of roads, water supply and environmental control systems, has enabled them to offer complete package deals to prospective customers.

This has led to a great growth in engineering consultancy work, the leading and best known company being Jaakko Pöyry. It was established only 19 years ago as a two-man operation and is now a household name in the world's forest processing industry.

Among its customers are governments and United Nations agencies as well as commercial enterprises.

It is estimated that about 7,000 are employed in the Finnish technical consultancy industry (1,000 of them by Pöyry) of whom more than 70 per cent are with companies whose main concern is exporting.

In recent years about a tenth of the extra capacity planned for the world's pulp and paper industries has been the work of Finnish engineers.

Finland's consulting engineering firms are still relatively new, however, when it comes to competing with international organizations and consequently some have joined forces to form consortiums. One of the biggest is Finconsult which comprises 14 companies and has specialized in projects for developing nations.

For example, Finconsult reached agreement in September with Ghana State Investment Company to con-

duct research on forest resources, find suitable sites for a paper mill, determine profitability projections and plan the development.

The research period is to take up four months after which the Finns will decide whether to go ahead with the Fmks320m paper mill investment.

The consultants will also estimate the possibilities of starting particle board production, carpentry and furniture industries in Ghana.

The TVV group, which employs 3,500 and has a joint annual turnover of Fmks550m, has built or modernized about 150 paper and board machines. In the past few years its world share of new paper and board machine capacity has been 15 per cent.

Scandinavia, the United States and the Soviet Union

have been TVV's main markets with continental Europe and Latin America taking a fair share of machines. In the next 10 years the group expects to be selling more to developing countries including Brazil, Argentina, Gabon, Zambia, Tanzania, Nigeria and in Asia.

According to Mr Aho Rissa, managing director of the TVV paper machine group, "expansion of sales is vital. Our clear objective is to operate globally. We must gain a foothold in the areas belonging to different marketing and trade combinations."

With world paper consumption expected to grow by 3 or 4 per cent a year, about 150 new paper machines will be needed and in the long term, TVV reckons to be able to use its member companies' engineering works at least at the present level.

An interesting and important example of collaboration by Finnish firms is the deal, announced in August, involving the establishment of a thermo-mechanical pulp mill and paper making facility in Russia initially worth almost Fmks300m.

Valmet is to supply machinery and instrumentation for the 180,000 tonnes a year paper mill which will have the widest machine and the largest magazine printing paper capacity in the world. United Paper Mills is to supply the TMP machinery, Stromberg will provide the computer control systems and electric drives. Wärtsilä the paper finishing machines.

At home, the Finnish forest products industry has invested large sums in recent years reequipping and modernizing. Specifically, this has resulted in an extra 400,000 tonnes of pulp-making capacity, more efficient and faster paper machines, improved forestry machinery and environmental protection techniques.

Given its cost problems, the Finnish industry should be well placed to exploit its technological excellence during the coming decade. And there seems to be less uncertainty now about available wood resources. The latest forest inventory indicates that there should be sufficient raw material for a moderate expansion of output up to the end of this century as long as intensive silviculture is continued, better use is made of residues and there is a concerted attempt to use stumps, roots and branches for chipping.

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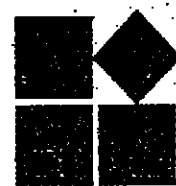
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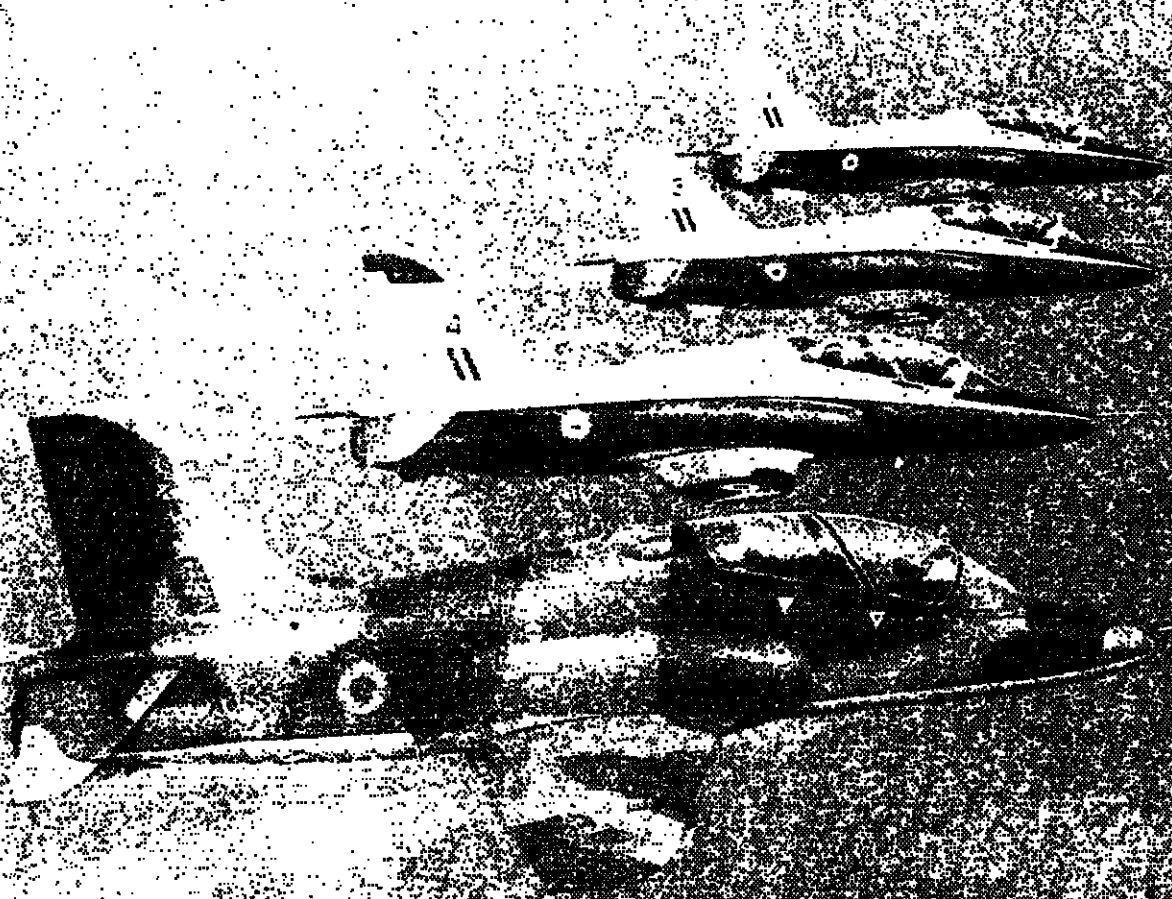
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For example, Finconsult reached agreement in September with Ghana State Investment Company to con-

Finns jet around in their time machine

Last month Michael Frenchman spoke to a wide cross-section of businessmen to find out what efforts are being made in the private sector to bring Finland out of its economic decline. Until the energy crisis, which in some ways is the best thing that has happened to Finland, most companies adopted a passive attitude to development and sales. Now the pattern is changing and more and more Finns have been forced to come out into the world and to develop export markets, particularly in the north of Finland, just below the Arctic Circle.

In the business world, a new kind of person is developing — the "time man". As one consultant put it: "We sell time, that's our product, but it is also our biggest cost." Time is consultancy and in the past three or four years Finnish consultants have been carrying out a growing revolution in exports. From South America to Saudi Arabia, from Afghanistan to Zambia, the quiet Finns are to be found giving advice on building anything from waste disposal plants to military barracks, hotels and pulp mills in the Soviet Union and a ship repairing yard in Vietnam.

"We feel it is in our company's interest and in the national interest to go abroad, but we are afraid to go outside."

—Norman Westerberg, vice-president of EKONO (energy consultants)

All this represents a change from the past when the country had relied on the traditional forest industries — timber, pulp and paper — for the bulk of its exports. But because of the energy crisis and a decline in the economy of Western Europe, demand for the forest products fell.

The situation was exacerbated by many new mills coming on stream after an intensive capital development programme in the forest industries which led to severe overcapacity in both pulp and timber sectors. Furthermore, the amounts to "dumping" (according to some Finns) of North American, particularly United States, pulp and paper products in Europe has severely handicapped both Swedish and Finnish forest industry producers.

"We sell time, that's our product, but it is also our biggest cost."

—Juha Suonenlahti, managing director of Finconsult (a consultancy group)

With some mills about to go on to a four-day week and few operating at more than about 65 per cent capacity the situation is grim and does not look like improving for some time. The only glimmer of hope is in the sawmills division where exports to Britain, the main market, should pick up after an expected improvement in the housing position next year.

Typical of the position that some mills find themselves is Kemi Oy at Kemi

in the north of Finland, just below the Arctic Circle. Some Fmk\$57m has been spent on a four-year modernization programme, but the final stage has been postponed until 1980. It is one of the biggest and most modern timber mills in Europe but production capacity has been reduced from 300,000 cu metres to 200,000 cu metres because of shortage of demand and also of raw materials.

"Kemi" timber is well-known for the superior grade of heartwood. Trees from the north, which are slower to mature than in the south because of the climate have slightly more knots but contain 40 per cent heartwood (the best quality wood in the centre of the tree) than those in the south which only have 20 per cent.

Workers in the saw mill are now on a nine-day fortnight and will soon be going on to a four-day week because of lack of orders. Altogether there are about 2,500 employees in the company, which also has a large Kraftliner paper mill.

Kraftliner capacity at Kemi's new mill is about 250,000 tons a year, but last year total output was about 65,000 tons and this year it will be even worse. Up to the end of October only 33,000 tons had been produced and the rest of the year is not expected to be better than 50,000 tons. About 54 per cent of production is exported to EEC countries, of which half goes to Britain.

"We have had two months of stoppages in the board industry this year and there will be more as competition from the United States increases."

—B. Grönhagen, managing director of Finboard (the board industry's sales organization)

Mr. Mauri Melamies, director of Kemi, believes that 1978 will be the worst year in the history of the company which was begun in 1853. Although gloom and despondency prevail, the timber stock yards are nearly empty, and the pulp mill is on slow down, the situation in one direction is changing. Efforts are being made to improve production and the sale of prefabricated holiday-type homes to countries like Britain. These are modestly priced (from about £5,000 plus delivery) log cabins. The factory can produce up to 1,000 a year at present of which about half are the log cabin type.

This is one example of a traditional organization looking for new outlets, a favourite hobby horse of Mr. Uolevi Raade, director-general of Neste, the state

oil concern, who claims that the forest industry producers have only themselves to blame for the position they are in today.

"There is a disturbing lack of incentive for us. We just won't go out into the world and sell. We prefer to walk in the woods and listen to the coming of spring."

—Lars Lönner, president of Finncell (pulp industry's sales organization)

"They have just not spent enough on product development, they have not looked to the future," Mr. Raade, whose comments are often controversial, declares. From the top suite of his modern headquarters in Helsinki, known locally as "Raade's tower", his Finnish humour bedevils politicians and businessmen alike. "I am a problem, I am one of Finland's problems," he asserts mischievously, "from where he looks it is clear that Finland must diversify more as far as products and exports are concerned."

"We are changing now as a nation, but it is coming late. We are learning the hard way. It is easier for Neste," and he goes on to explain that with Finland's small stable population of only 4,750,000 it is fairly straightforward to estimate its energy demands. Last year the country imported about 11 million tonnes of crude, more than 60 per cent from the Soviet Union and the remainder, apart from a small quantity from Norway, came from the Middle East. There is not likely to be a significant increase in consumption.

"There must be further devaluation. . . . If the Government had realized our position in 1974, corrective measures could have been introduced to safeguard the pulp and paper industry. . . . The medicine will now be so bitter. Furthermore, the strong influence of the communists in unions creates friction and affects production."

—Casimir Ehrnrooth, managing director, Kaukus (pulp manufacturers)

In an astute move with Thomson Scottish Associates, part of The Thomson Organization, one of the biggest purchasers of Finnish newspapers (some 60,000 tonnes a year), Neste has recently concluded a deal which it is

believed will allow the company to import up to one million tonnes of oil a year for the next three years from the Claymore field, in which Thomson has a 20 per cent interest. This is almost the whole of Thomson's share in the production of oil from this field.

"It is a question of survival. We should do more to export. Few managers see the true situation. We accept everything too easily. We must be forced into a corner before we do anything. . . . Now we are learning, I hope not too late."

—Asko Tarkka, managing director, Huhtimäki, diversified manufacturing group

As far as Britain is concerned the significant factor of the deal is that the contract is for one year longer than the term normally allowed by the British Government for the export of North Sea oil. Finnish sources claim the contract is "evergreen" which presumably means until the field is exhausted.

With assured supplies Neste is embarking on a diversification programme including investment in plant and equipment for providing feedstock for the petrochemical industry.

Diversification, not only in products, but in markets and services, is where the action is beginning to show. Finland has always had a high degree of specialized technology covering many sectors from traditional paper-making machinery, logging equipment and tractors, scientific instruments and sporting guns, to ice-breakers and oil rigs. The biggest change in the role of "invisible" exports, such as consultancy services, and in the construction industry which are poised for takeoff especially in the Middle East and Africa.

"We are changing now as a nation. It's late, but we are learning the hard way."

—Uolevi Raade, director general of Neste (state oil concern)

Ekono, one of the country's oldest consultancy groups, whose interest was originally in pulp and paper, employs 600 in the rescheduled group which now specializes in energy problems. Mr. Norman Westerberg, vice-president, said the decision to look for markets outside the traditional countries of Europe was made only five years ago. Now they are active in South Korea with a \$120m pulp mill near Pusan, which will be the first to be built in the country. It was won in the face of strong competition from the Japanese and another Finnish consultancy organization, Jaakko Pöyry, which was part of a French consortium.

Other projects include a ship repairing yard at Phat Rung in Vietnam, urban plan in Kuwait, design for a cultural palace in Bahrain, and a traffic planning study in Tripoli. Mr. Westerberg says that Finnish consultants are also looking for opportunities for Soviet joint projects where the customer wants a "Western touch" with such things as instrumentation and controls.

"The market is changing and growing, especially in the Third World countries," Mr. Juha Suonenlahti, managing director of the consulting engineers' group, Finconsult, says. "Tough times have pushed us out into becoming an active group. We can no longer adopt a passive attitude to marketing," he added.

Finconsult is a private group with the services of about 1,400 technical experts. Its role is purely market hunting. In the past five years overseas turnover has gone from nothing to about 10 per cent. A recent study by the Finnish Economic Research Institute of the activities of 36 consultancy groups showed that in 1970 turnover of the industry was Fmk\$70m of which Fmk\$11.5m came from overseas contracts. In 1974 the figures were Fmk\$207m and Fmk\$36m respectively.

"I am confident of the future. . . . Although there is worldwide overcapacity in the pulp industry the situation will correct itself in due course. . . . There is no need to nationalize the forest industries, we can manage well enough on our own."

—Mauri Melamies, president of YIT (Finland's biggest construction company)

One of our great advantages, which is realized by many of our overseas customers, is that we have a high quality and what is perhaps even more important, we complete a job on time," Mr. Remala says, making an oblique reference to Finland's success against all odds in paying off massive reparations to the Soviet Union after the last war.

He felt that the present Government's attitude towards assistance for overseas tenders was changing.

Mr. Suonenlahti is a little critical of some government officials who, he says, do not appreciate the difficulties of working overseas sometimes, "but they are learning." His group is a "multi-discipline organization" and jobs in hand extend from a £100m housing scheme for 50,000 in Lagos, Nigeria, to bridges and ports in Ghana and Tanzania.

Mr. Remala believes that more and more companies

will have to form consortiums to bid for the contracts such as the Soviet mining complex at Kostamus, which is worth Fmk\$2,700m. The construction industry was in such a bad way on the domestic front because of over-investment in the public sector which he considered to be one of the root causes of Finland's economic troubles today.

Too many houses had been built and last year there were 5,000 still empty in the southern half of the country although this figure had now fallen to 2,500. Because of lack of movement on the home front, contractors had been forced to look for new opportunities.

"The situation is bad and 1978 will be our worst year ever. We're going on to a four-day week. In the spring about a thousand workers were laid off for two weeks. In the town (population 30,000) there is about 10 per cent unemployment."

—Mauri Melamies, of Kemi Oy (timber and pulp mills)

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He felt that the present Government's attitude towards assistance for overseas tenders was changing.

A little as it had always been rather negative in the past. Greater assistance was needed for financing but this was difficult in view of Finland's poor current reserves. Mr. Remala concluded by saying that the primary task of his association was to try to make the state aware of the value of contract exports.

One of the most successful construction groups, and also the biggest in the country, is Ylielinen Insinööritoimisto (YIT) which was one of the first companies to look at the Middle East. Mr. Tauno Mäkinen, a shrewd Finn, first went to Saudi Arabia in 1964 from Iraq, where his company had been working. After two years' work and research YIT put in its first tender in 1966 in Saudi Arabia.

"We must have a bigger devaluation, it's really too late now. We have lost markets. We need more decision making in the Government which has woken up too late. . . . I'm not sure that all companies are ready to go out; some are very eager though."

—Tauno Mäkinen, president of YIT (Finland's biggest construction company)

Today the company has its own shipping line and has just opened a new roll-on, roll-off service to Jiddah to make sure that its own plant and equipment are delivered to Saudi Arabia on time. YIT completes projects extending from \$10,000 to \$10m at the rate of about two a week. It has an important share of the Soviet pulp and paper

mill's ancillary plant and equipment at Svetogorsk and is also building a factory in Minsk.

YIT, which employs about 2,000 workers, has recently completed the Loviisa nuclear power station in southern Finland. It was constructed to a Soviet design and took five years to complete. The company has other projects in hand in many parts of the Middle East, apart from Saudi Arabia, including the United Arab Emirates and Jordan. It has also gained a strong foothold in Africa, where it is active in Tanzania and Zambia.

"We have mostly dealt with the Eastern block, but now we will widen our range to include the Open group. . . . We have good know-how and if we don't succeed, we try again."

—Terho Salo, of Haka (co-operative construction group)

Surprisingly enough Mr. Mäkinen considers his company to be conservative in outlook. "We Finns are our own worst enemies in a sense; we find it difficult to cooperate. It is our nature and we are always too independent. But in the construction world today, the only sensible thing to do is to cooperate," he says. He still thinks that the Soviet Union and the Eastern block countries will be the best long-term markets, but only after the rouble becomes convertible (most deals between the Soviet Union and Finland are done on a barter basis).

Also active in the Eastern block is the co-operative company, Haka, which has a large share in the Finnstroi consortium building the vast Kustamäki pulp and paper town in the Soviet Union just across the border from Finland. The Fmk\$2,700m project is expected to be completed by 1982 and during the peak period about 5,000 Finnish workers will be on the site.

Haka also built the tower block Viru Hotel in Tallinn where the next Olympic sailing championships are to take place. They hope to get other work there shortly. Last year the company had a turnover of about Fmk\$470m and Mr. Terho Salo thought that it would be about the same this year although profit would probably be reduced to about 4 or 5 per cent.

Still in the construction industry, Lohja Oy, which specializes in producing pre-stressed concrete elements and building materials, is hoping to sell more of its expert knowledge abroad. Five years ago it took over a small plant producing the concrete elements which are used in constructing buildings with large open spans and has since spent some Fmk\$10m on research and development. It has succeeded in selling its technology to Czechoslovakia, where an element factory is to be built, and also one in Kiel, West Germany.

It is also taking part in a Fmk\$600m joint venture with a national state company in Iraq. The company is actively extending its interests in the Middle East, particularly in Saudi Arabia. Lohja also operates the biggest limestone mine in Finland which lies under the small provincial town of Lohja. It is criss-crossed by a maze of 70 km of tunnels and shafts up to 1,000 ft deep in the solid rock.

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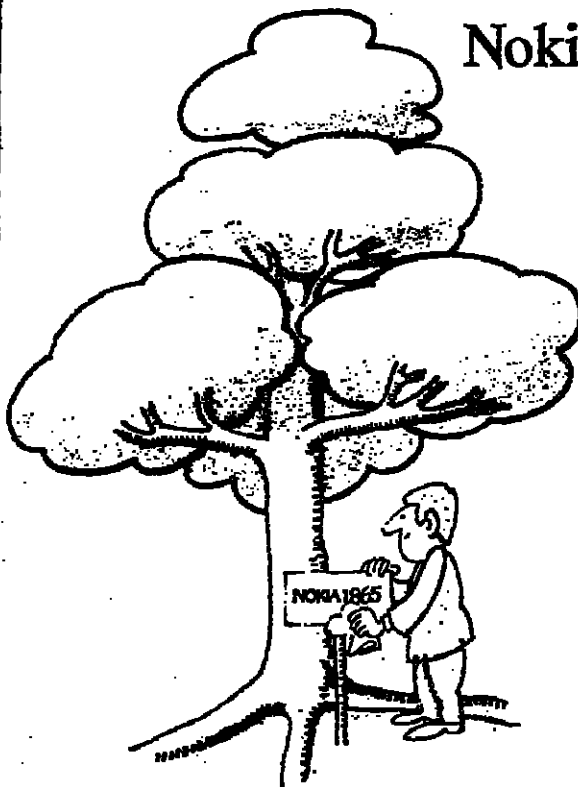
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PULP PAPER AND POWER FINNISH RUBBER WORKS FINNISH CABLE WORKS ELECTRONICS PLASTICS

The changing fortunes of four vital industries—pulp and paper, engineering, iron and steel, and shipbuilding—are examined on this and the facing page

Recession now accepted as normal state

by Edward Townsend

There is, according to one leading executive in the Finnish paper business, "a new philosophy" in the country's most strategically important industry. It comes from a realization that what two years ago was "a chronic recession" has become the norm.

World demand for pulp and paper products will continue to rise—that there is no doubt—but the rate of growth has slowed to such an extent that there seems little immediate prospect of a return to the buoyant conditions of the early 1970s.

The Finnish pulp and paper industry is now at the end of a third slump year and there are no signs of a rapid change of fortune. The wood processing sector made estimated losses of Fmk 2,000m last year and looks like suffering to the same extent in 1977.

Ever-rising costs, domestic economic difficulties, overcapacity, over-manning and fierce competition from the North American producers on the European market

have left the Finns gasping for breath this year and resigned to a continuous run-down of their valuable pulp and paper output.

Finland's mills have been shedding 10 to 15 per cent of their labour and shutting plants for extended periods in an attempt to streamline their operations and bring output in line with demand that is likely to remain comparatively weak for another three years.

Those companies with diversified activities—in shipbuilding, engineering, vehicles or other manufacturing sectors—have been insulated from the worst effects of the decline in pulp demand. But those largely dependent on pulp, for example, which have fallen in price dramatically in recent months, are facing added aggravation.

The rate of output in pulp production has fallen to a record low of about 55 per cent and the delivery rate is estimated to be 60 to 65 per cent for the year.

At a time of badly strained company finances, cuts of this magnitude are far from welcome to the

country's newsprint mills have been working at between 75 and 80 per cent of capacity with demand remaining stagnant in Finland's best market, the United Kingdom. Machines producing magazine grades have been working at a slightly higher rate and the one bright spot is in the coated paper sector where mills have been operating at almost full capacity. But it has been unusually high demand from the United States for mechanical coated grades and magazine papers that has provided the extra boost rather than an increase of any significance in European demand.

This situation has been aggravated in recent weeks by growing signs of a pulp price war in the major Western countries.

In the last three months of this year the Nordic pulp producers have been bludgeoned into a price cut of \$40 a tonne as a result of reductions made by the North Americans.

This follows a price cut agreed by the Swedes and the Finns in the summer, the total effect being to lower the early 1978 price of bleached long-fibre pulp from the Nordic nations from \$415 a tonne to about \$350 today.

At a time of badly strained company finances, cuts of this magnitude are far from welcome to the

paper trade is still hindered by the practice of pricing pulp, as a world commodity, in dollars; and paper which largely is made domestically, in the currency of each particular market.

Thus, a country's paper mills are forced to buy imported pulp at the going world rate while the price of their products often reflects local market conditions.

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At a time of badly strained company finances, cuts of this magnitude are far from welcome to the

harassed directors of Finnish companies.

And the position, the pulp men say, is one-sided. Private farmers, who still own more than 65 per cent of Finland's forests area and 71 per cent of the growing stock, complain that for them to agree to corresponding reductions in timber prices would be "suicidal". Taxation is at such a high level that they would prefer not to sell.

But the pulp producers have been left with little choice if they are to be successful in fighting off the North American challenge to their established markets.

Although the Canadians have to ship their pulp long distances to sell in the Scandinavian "back yard" European markets, they have the advantages of cheap wood supplies and cheaper energy.

As the authoritative United Kingdom Journal Paper said recently: "The cynic may well point to recent devaluations in Northern Europe, as well as the cuts of 13 to 15 per cent in pulp wood in Sweden, as reasons for maintaining the

status quo, but any advantages that these factors may have will in no way affect the major losses that will be recorded by most companies in the forest products industry this year and probably next."

Costs have bounded in the past few years. Labour, raw materials, energy, the cost of financing losses, as well as ubiquitous inflation and a tight domestic monetary policy have played havoc. It is estimated that to produce unbleached sulphate pulp in Sweden, without taking into account capital costs, now costs about 60 per cent more than at the end of 1974.

Pulp market protected with fervour

In Finland it is reckoned that 60 per cent of the price of wood arriving at a pulp mill represents wages, transport costs and other expenses. Last year industry sources believe that the "operating cover" for the whole forest industry was less than 10 per cent of

turnover and in many cases was insufficient even to pay interest on loans.

The fervour with which the Finns, in particular, are now protecting their traditional pulp markets is understandable. In the first three months of this year, market pulp production totalled 827,000 tons against 984,000 for the same period of 1976, while total deliveries (including pulp sold to domestic mills) increased from 10,041,000 tons to 10,640,000 tons.

Pulp stocks have fallen by only 88,000 tons since last autumn to a level of about 388,000 tons at the end of September this year.

Of the exported pulp, 67 per cent will go to Western Europe this year, with the United Kingdom taking 18 per cent of total exports and 27 per cent of European shipments.

Finland's sales organization for the pulp industry, estimated that chemical market pulp capacity will increase from 2,100,000 tonnes in 1976 to 2,300,000 tonnes by 1979 with total capacity growing by 500,000 tonnes.

As the sales on the domestic market remain more or less unchanged, Finncell expects the export potential to increase by 220,000 tonnes to about 1,800,000 tonnes. It adds in firm tones, no doubt for the benefit of perennially sceptical paper-makers who are uneasy about the Nordic producers' long-term intentions in the market pulp sector.

The objective of Finncell today, tomorrow and after tomorrow is an active long-term marketing of existing and new capacity to world markets. The United Kingdom which has been, is today and will undoubtedly remain our biggest export market.

In the paper sector, the prices picture remains a

There is also the perennial problem created by the Nordic newsprint makers' policy of selling at a cheaper rate in the United Kingdom than in the rest of Europe, a differential which has risen this year to about \$30 a tonne. Some United Kingdom newsprint buyers believe that at an average of £240 a tonne, the Finns have been making profits this year from newsprint while the industry claims that this is impossible at a capacity use rate of 75 to 80 per cent.

Newsprint has a rosy future

Nevertheless, the Finns do see a rosy future in newsprint and a clear example is the \$100m investment by Ahlstrom, one of the leading paper companies, in its Varkaus paper mill which includes the installation of a 120,000 tonnes a year newsprint machine using the newly developed thermo-mechanical pulp.

The mood of the Finns is possibly most clearly summed up in the words of Mr Olavi Mattila, chairman of the giant Enso-Gutzeit forest products and engineering group, in his last annual report.

The annual report of the group, which is a subsidiary of the Enso-Gutzeit group, largely on the inflationary trend in its main markets and on the economic development and measures taken in competitor countries. "Exploitation of possible upturn depends both on macroeconomic policy decisions and on internal measures within the company to strengthen our competitive position in such special situations. We expect that the times will improve slowly."

Backlog of orders hides decline

Finland's engineering companies had what appears to have been a good year in 1976. While the forest industries stayed in the doldrums, the metals sector turned in record exports with even higher figures expected for 1977.

Traditionally, at times of poor world demand for pulp and paper products, it is the Finnish engineering sector—including anything from basic metals to transport equipment, machines and ships—that has come to the rescue.

While forest products, which normally account for half of Finland's exports, slumped to under 44 per cent of the total, the value of the metal sector rose to Fmk8,360m. This was 27.3 per cent higher than the previous year and represented 34 per cent of total exports.

This year it has been estimated that metal exports will increase to as much as Fmk11,000m.

But that, as the industry well knows, is only half the story. The world recession has dragged on for so long that all the usual economic yardsticks are becoming increasingly inaccurate.

There is still no sign of a major upward swing in the fortunes of the pulp and paper makers and the dampdown on industrial investment in Finland's main markets is now posing problems for the metals sector.

In the past 12 months, Finland's largest engineering company, Tampella, has seen its order book drop by 20 per cent on 1975 and its engineering works operated almost at full capacity.

But the value of new orders received was Fmk282m, a big drop on the previous two years. The total order book for Tampella's engineering division had fallen from Fmk739m at the end of 1975 to Fmk687m by last December.

Tampella's Ramrock division, which makes rock drilling equipment, is a prime example of how Finnish engineering ability has been developed and been sold widely abroad in recent years.

Tamrock was established eight years ago and last year its turnover had risen to Fmk 109m. It employs 700 people, has subsidiaries in Sweden and Germany, and exports 80 to 85 per cent of output.

One of its largest deals of recent years was to supply a large amount of excavation equipment for the construction of the Central Electricity Generating Board's underground pumped storage power station at Dinorwic in North Wales which, on completion in 1981, will be the largest of its type in Europe.

Tamrock's export growth has been based on this contract and on the beginning of trade with the Soviet Union which, the company says, "represents the techni-

ally most demanding part" of its production.

Again, however, the unhealthy economic climate brings disquiet. Tampella's last annual report noted that the price for basic metals was still low and stocks relatively plentiful. "No significant increase in mining investment can thus be expected, at least in 1977," the report said.

There was one note of optimism amid the gloom. "It is obvious, however, that investment needs are accumulating and will affect the market when raw material prices rise," it observed.

That buildup of investment prospects is as much the case in the Finnish metals sector as it is abroad. Finland's tight monetary policy has been blamed again and again, as elsewhere, for industry's reluctance to spend. Last year 85 per cent of the metal federation's members said that shortage of finance was the chief obstacle in the way of increased capital spending. This year the figure had risen to 95 per cent.

Chief hope lies in investment

Finland's main hope now lies in a resurgence of investment in the European market places. Metal and engineering exports to EEC countries in the early 1970s were accounting for well over 20 per cent of the total, but in 1974 reached only Fmk1,668m, representing 20.3 per cent of the total.

The abolition of tariffs on most metal and engineering products occurred in the summer and the Finns expect this to offset at least part of their cost burden.

Underlying the difficulties on the international scene are Finnish industry's frustrations at home. Mr Lars Mikkelsen, president of Ahlstrom, summing up his company's position in Britain, says: "Finland's problem at present is that more attention is directed to the distribution of wealth than to development and increase in it. We are prone to planning measures that are far too many restrictions, particularly on investment. It is especially regrettable that the government is not doing enough to encourage the development of private enterprise."

The direction of development in which the country's success will be measured is not clear.

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Bold plans bring reward of higher production

by Peter Hill

At a time when the world's steel makers are facing a crisis of enormous proportions, with companies recording huge losses and demand for steel sinking to new low levels, it is surprising to find that Finland's iron and steel industry (small though it is) is actually rising its production.

In the first nine months of this year the Finnish industry—which in the basic iron and steel sector is largely centred on the state-controlled Rautaruukki—increased production by 33.2 per cent compared with the corresponding period of last year. Output increased from 1,164,000 tonnes in the first nine months of 1976 to 1,550,000 tonnes in the corresponding period of this year, according to the latest figures published by the International Iron and Steel Institute. In September production rose by almost 45 per cent compared with levels achieved in September 1976, with crude steel production amounting to 200,000 tonnes.

Last year the industry's total crude steel production amounted to 1,600,000 tonnes with the basic oxygen steel-making process accounting for more than three quarters of production, and the balance made up by production from electric arc furnaces and open hearth plants. The rise in crude steel production reflects the ambitious expansion programme set in hand by Rautaruukki some years ago and which when finally completed will make the company's Raase works the largest in any of the Nordic countries.

This year has also seen the completion of a new stainless steel plant at Tornio, close to the Finnish-Swedish border in the north of the country which has been undertaken by Outokumpu, which has been primarily concerned with the production of non-ferrous metals. Also state-controlled, Outokumpu plans to seek market outlets for much of its stainless steel on the international market.

But while production has been more buoyant than in many other steel producing countries, the Finnish industry is not without its problems. Last year the Finnish Government was obliged to agree to provide subsidies

to Outokumpu until 1980 because the company's production was insufficient to meet interest payments on loans. Rautaruukki recorded a loss last year of Fmk 2.5m against a profit in the previous year of Fmk 3m although the company's turnover increased by about Fmk 115m to Fmk 948m.

The company's bold development plans are now in their final stages and represent an interesting mixture of Soviet and western technologies with Britain's Davy-Loewy among the important contractors. It was seven years ago that the company decided to double the capacity at the Raase works—raising output to 1,700,000 tonnes—and construction work began in 1972.

Russia provided the 2,300,000 tonnes sintering plant along with two blast furnaces and continuous casting machines while Davy Loewy provided the rolling mill which has a capacity of 500,000 tonnes of hot-rolled plate and 1,100,000 tonnes of cold-rolled coils. The British company is also providing the equipment for the expansion of the company's strip mill works at Rämseelipna. Rautaruukki has also built a new pipe plant at Oulainen near Raase.

The company estimates that about 855,000 tonnes of production from the expanded operation will be for the domestic market and about 500,000 tonnes earmarked for export markets although in the present state of the market internationally the group could face serious problems in disposing of the export production, particularly since most steel industry observers do not expect any significant upturn in demand for some years ahead.

A year ago the Finnish company, which now operates three Davy flat product mills, signed an agreement with the British steelworks plant contractor under which the Finnish firm will train manpower and provide technical assistance for the commissioning of similar mills in third countries. Rautaruukki signed a similar pact with the Soviet suppliers earlier this year and this might well herald an unusual tripartite partnership in third countries.

Meanwhile, Outokumpu's new stainless steel development at Tornio was formally commissioned in May after being in operation for more than a year with production at the new plant running at

about 20,000 tonnes a year the following month. The continuously cast steel in slab form is being hot rolled on the semi-continuous wide strip mill of Rautaruukki at Raase, then returned in coil form for cold reduction at the Tornio plant.

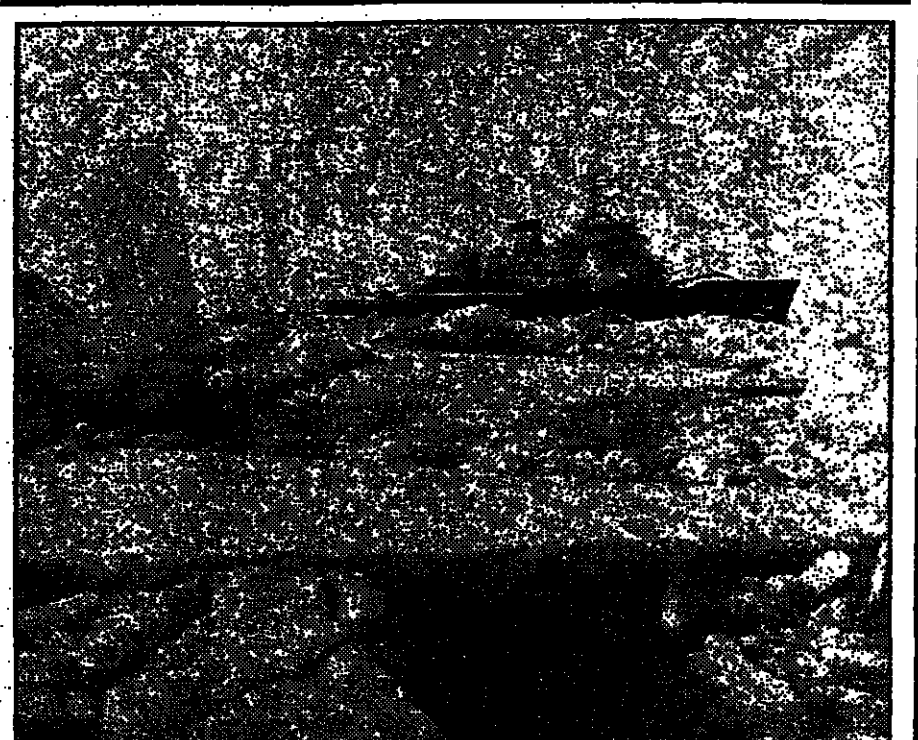
The new stainless works at Tornio will have an annual capacity of 50,000 tonnes a year and about half is destined to be shipped to export markets. As part of its marketing strategy for the future, the company earlier this year acquired the share capital of Reynolds European (London) which will be the vehicle used to handle marketing and sales in Britain of the Tornio plant's stainless flat products.

Investment in the new facility at Tornio, which will employ about 850, is estimated at Fmk 700m and is close to the company's existing ferro-chrome works. The company originally expected to build up to full production in 1979 but again whether that target is met depends very much on the state of the international steel market and the competitive edge which the new plant can offer. Outokumpu has placed considerable faith in the continuous casting equipment which it has installed and believes that it will ensure a profitable future for the Tornio venture.

Elsewhere in the Finnish steel industry other developments are planned by Ovakko, which produces reinforcing bars and special steels. Last year the company turned in a loss of Fmk 3.5m after a small profit the previous year but it managed to complete the year without laying off staff or reducing production levels.

The company exports more than 50 per cent of its production, largely to Scandinavia, Britain and the United States. The company produces special steel billets at Koverhar and special steels at its Imatra works and completion of rolling mill developments at Imatra will increase capacity there from 250,000 tonnes a year to 300,000 tonnes.

The author is Industrial Correspondent, The Times.



An icebreaker built by Wärtsilä—such specialist ships have been an important source of orders.

Joining other builders out in the cold

A few months ago it seemed that Finland's shipbuilding industry might escape the present world crisis in shipbuilding with only cuts and bruises rather than severe wounds. Such optimism has proved to have been misplaced and the Finnish shipyards are now as uncomfortably aware of the massive problems that face the industry as are their competitors elsewhere.

Even the Soviet Union, which for many years has provided Finland with a steady baseload of work, has been unable to rescue the yards from the grim prospect of a dwindling order book and consequent redundancies which are inevitable unless new orders are obtained.

Like that of almost every other shipbuilding nation, the Finnish order book has been reduced. Between the first and second quarters of this year orders were cut by more than 30,000 tons gross and at mid-year the industry held orders for 944,694 tons gross.

Industrial and government committees have been established to consider the best means of recovery, but even with support measures the going will be hard. Finland almost alone has followed a consistent policy of almost no government support for shipbuilding, and at a time when competing nations have produced a variety of aid and subsidy schemes in order to attract new work, its own industry is clearly placed at considerable disadvantage without a comprehensive framework of state assistance.

The outlook is bleak. The Association of Finnish Shipbuilders has given a warning that the present order book, which embraces most of the principal yards, will be largely worked out next year. There is now a serious danger of unemployment in the yards unless attempts to stimulate business on an international market prove successful.

Already this year workers have been laid off, while a certain amount of job restructuring has also taken place. But unless new orders are secured, in the face of severe international competition, 2,000 other workers could be faced with redundancy early next year.

Shipbuilding employs about 18,000 workers in five big companies—Wärtsilä, Rauma-Repola, Valmet, Hölmä and Navire. Of these Rauma, Wärtsilä and Valmet each has a number of separate yards. They have achieved an enviable reputation for the construction of highly specialized vessels, including up-to-date ice breakers and cruise liners.

The industry was largely built up after the war, when the reparations paid by Finland to the Soviet Union included nearly 600 vessels. Between 1951 and 1960, the Soviet Union continued to be the biggest customer of Finnish yards, with nearly 1,000 vessels delivered in that period.

But later the construction

of specialized vessels for many foreign countries began, and in the days before the collapse of market demand ships accounted for 7 per cent of Finland's total exports. Last year the industry recorded a total turnover of Fmk 2,200m, with exports accounting for Fmk 1,800m, and in the past few years the industry has invested at a rate of between Fmk 200m and 300m, which by Finnish standards is a fairly large amount.

These investments have included the construction of a new yard by Wärtsilä near Turku, another new facility by the Valmet group on the outskirts of Helsinki, and the new hull construction facility completed 18 months ago by Navire at Naantali.

Mr Tapio Forsgren, director of the Association of Finnish Shipbuilders, noted that in the past decade the aim has been to build the type of ship that is likely to be in demand, regardless of cyclical fluctuations, and to achieve a permanent market. Vessels which have been built cover a wide range from chemical tankers and liquefied petroleum gas carriers to research vessels, tankers, timber carriers and roll-on, roll-off ferries. An average of 40 to 50 vessels with a total tonnage of about 200,000 gross has been built each year. But the move by Rauma-Repola into the construction of oil drilling rigs in the early part of the decade has boosted annual output, and this year completions are likely to total about 500,000 tons gross.

Exports to the Soviet Union figure largely, and the present trade agreement between the two countries contains a quota for exports to a value of Fmk 6,000m for ships of various types extending from heavy lift vessels and barges to cable ships and accommodation vessels.

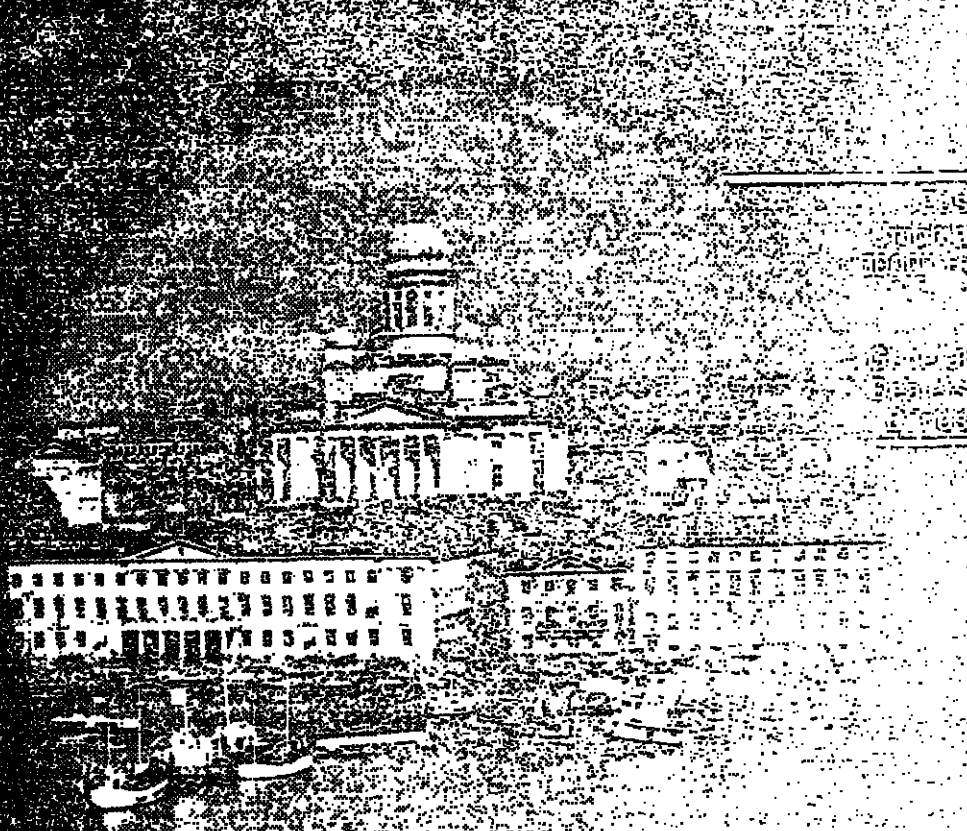
Ironically, earlier this year Valmet reversed the general trend in trade with Russia when the company ordered, at a cost of Fmk 30m, a large new floating dock from the Soviet Union which will be used in the group's ship repair activities.

Even more worrying than the failure so far of the campaign to win foreign customers is the lack of orders coming forward from Finnish shipping companies: the last was for the revolutionary Baltic ferry, the Finjett, which entered service between Helsinki and Travemünde in West Germany in spring this year. Easier credit terms and lower prices from foreign yards have tempted Finnish owners to build outside their own country, and the shipping industry considers that it now has a fleet which is both modern and efficient and which is large enough to meet the country's requirements for some years ahead.

Attempts to obtain improved credit terms for the Finnish industry have so far proved unsuccessful, and to secure work for their labour forces a number of yards

P.H.

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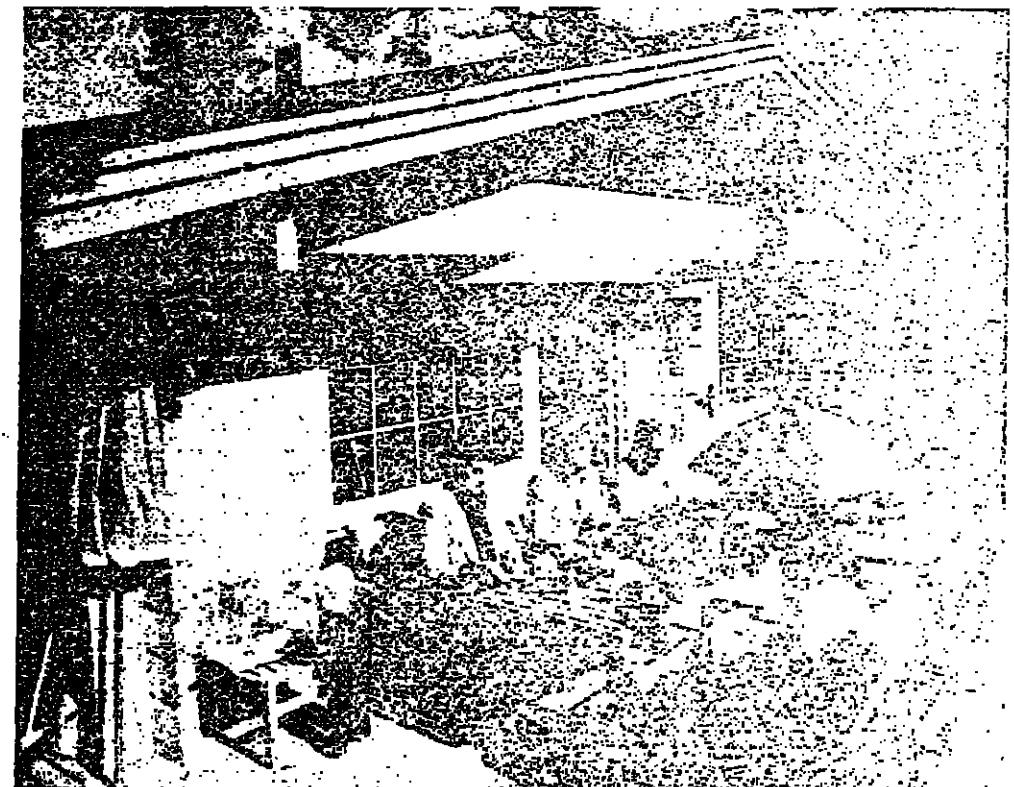
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'Scientific brutalization of building' draws architect's wrath

by Donald Fields

The death of Alvar Aalto in 1976 left a void in Finnish architecture and design which may require more than a generation to fill. Aalto had the authority to insist on uncompromising excellence, the present mental climate is not conducive to such single-mindedness.

Disenchantment is easily discernible. Architects trained at two technological universities and two top schools feel that bureaucracy tramples on their ideas. They resent the way in which rural property-developers dispense with their services in favour of engineers with narrower perspectives. They witness at the standardized methods of prefabricated building which are turning their towns into an appendage of some multinational subculture.

On the design side the impulse to rediscover national roots is still more acute: gone are the days when Wirtkale's glassware, Frank's ceramics and Weckström's jewelry attracted superlatives. Some names hold their own—the Espoon-kekus (incorporating Wirtkale's new lines in bronze and pewter), Kalevalan Koru (necklace motifs), and Lena Revell (soft, bright travel rugs) entice the discriminating gift-buyer.

But the identity crisis, the clash between artistic and commercial considerations, and the dearth of skilled designers from the politicized high schools (two student generations have been sacrificed on the altar of revolutionary theory) set the overall tone.

The glorious past offers tantalizing refuge. The oldest heritage flourishes in the headland home of the Friends of Finnish Handicraft, 15 minutes from central Helsinki, which resembles the similarly located museum devoted to Akseli Gallen Kallela. Here weavers battle patiently with the intricacies of the ruyi rug, an ideal centrepiece for the living-room wall.

The Friends are directed by Eeva K. Miettinen: "Handwork is an expression of personal creativity in

which one removes oneself from the masses, and works not of necessity but by choice. In areas where industry has impinged it remains a symbol of quality. We fight for survival with our government help, since we would rather be free of ideological preference and interference."

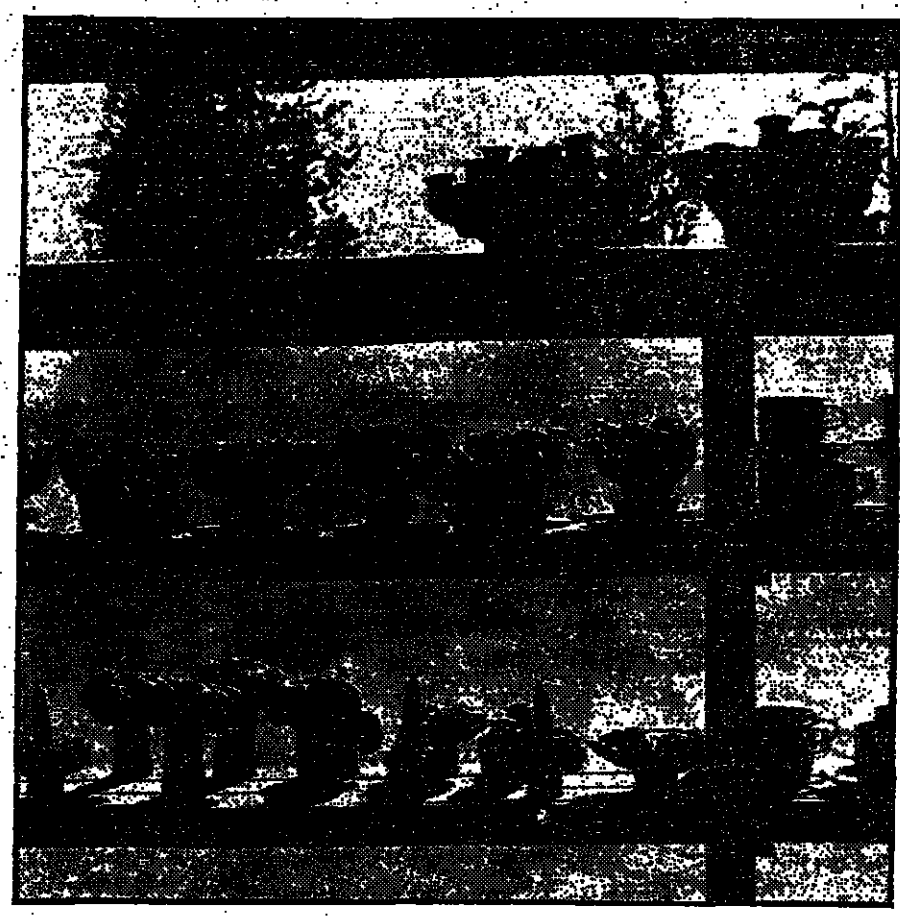
This approach is not far removed from that of the publicly-financed Finnish Society of Crafts which helps promote the national contribution abroad. Its managing director, Dr. Teijo Parialinen, believes the environmental debate, so concerned with planning and pollution, has neglected the visual and physical implications of objects.

Whereas the development from handicrafts to industrial production should be logical and smooth, it has been ragged and discordant: "An industrial designer incapable of mastering any kind of craft lacks something essential. Partly because of the education system, people are losing contact with objects."

Dr. Peräläinen might appear over-philosophical, but he does give practical examples showing that attention to ergonomic, aesthetic and human factors produces worthwhile solutions: the Valmet six-wheel tractor, the car devised by Finland's high fashion designers. He insists that good design sells well; seen internationally, Finland is in no position to produce mass products and kitsch, so there is nothing to lose in making quality the spur.

But in hard practice some designers feel at the mercy of sales managers who deem it expedient to pander to world norms. One person by-passed by this wretched is Mr. Ake Tjeder, whose successful realm is Artek, the company producing and selling Alvar Aalto's furniture. "We are sticking to Aalto's intentions," Mr. Tjeder says. "His health, which was in Finnish birch, and in natural off-whites, blacks and browns for canvas and webbing."

With a beam in his eye Mr. Tjeder can afford to decide: "Provided you can keep your merchandise scarce you can stay on the market longer." He is confident of another decade of steadily rising sales: "Aalto's work is not just a fad. It is very functional, strong furniture usable in a variety of interiors."



Ceramics by Anu Pentik continue to entice discriminating gift buyers.

Artek, in its esoteric seller's market, looks like the exception that proves recession's soul-destroying rule. But the salesmen and educationists who discredit workmanship and imagination might well heed Mr. Tjeder's lesson: "It does not help to make furniture everyone else makes. In bad times risk-taking offers the only way out. Manufacturers who had everything going for them in the 1950s have forsaken their distinctive profile—but the power of tradition is proved by the renaissance of Alvar Aalto's work."

It is architecture, however, which is most stunned by Aalto's passing. One of his most intellectual and outstanding survivors, Mr. Teima Pietilä, pours scorn on town planning and his colleagues' extremely limited chances to bring pressure to bear. His thoughts echo the sensitive designers: "Art is a mark of the human mind, a truly great synthesis. The scientific brutalization

of building and the commercialization of architectural commissions have debased the spirit of Aalto."

Mr. Pietilä, backed by his wife Raita, has produced some original Finnish masterpieces: the Dipoli Congress Centre, the Kaleva Church in Tampere, flats at Surikumpu. After reaching his style to Arab culture in Kuwait, the Pietiläs are back home designing a parish and recreation centre for Hervanta, a new town near Tampere, and instilling their ideas on form and space.

Ignored by decision-makers, Mr. Pietilä frequently expresses his horror of projects before they get off the ground. His particular bete noire is Järvi-Pastila, which looks suspiciously like Hitler's afterthought for Berlin: "All possible errors are collected at one point. Buildings are appallingly laid out in a chaos created by the townscapers. Merihaka, a skyscraping

chunk shaped out of dock-land for a new class of civil servants: "It looks like French, German or British attempts at pseudo-Scandinavianism dumped in Helsinki."

Against these Mr. Pietilä pits Olari, where a harmony between the forest and a comfortable human habitat is immediately apparent: "There is an ethical mathematics in which beauty may cost 10 per cent more than ugliness. We can make a dream for anybody."

Mr. Pietilä's broadsides might seem overdone were it not for the absence of architects prepared to defend modern planning.

Karelia formed the cradle for the most distinctive and vigorous strand in the tribally-conscious Finnish nation. The origins of the Karelians are shrouded in mystery: they may have wandered their own way from the Baltic countries, or been a straightforward offshoot from a greater Finnish diaspora.

The Karelians first gave themselves territorial expression in the eleventh century: unabashed by subsequent rivalry between the proto-Russian Novgorod and Muscovy, they flung themselves far—to Lapland, the White Sea, beyond Lake Onega. Clamorous groups, speaking a hodge-podge of dialects and pursuing a mosaic of folkloric customs, dared their hold on an area larger than present-day Finland.

But Karelia became a shunt for the conflicting ambitions of Sweden and Russia. Guided by a Byzantine instinct for survival, many people looked east for salvation, finding refuge in Mother Russia after the Lutheran barbaric Swedes had satisfied their wanderlust with the Treaty of Stolbova in 1617. A century later, when Peter the Great took his turn at drawing maps, the Karelians' commercial acumen was given new vent. As they had once supplied Novgorod with furs, they now helped to feed and heat Leningrad.

Under the tsars Karelians living near highways and monasteries succumbed to serfdom, but off the beaten track freer communities of extended families went on farming by slash-and-burn methods. Their gregarious nature was moulded in villages and huge farmhouses, of which the Bomba building at Suolijärvi—24 metres long, sleeping 25—was the apotheosis.

Although marooned in the power game's shifting sands and prone to the occasional peasant revolt, the Karelians had their brighter moments, given free artistic rein. The province was tagged on to the autonomous Grand Duchy of Finland. During the nineteenth century their bonds with the other Finns were given free artistic rein. The ethnologist Elias Lönnrot travelled far to the east while unlocking the magic of the epic Kalevala, whose runes fired the musical imagination of Sibelius and the vision of artists.

national romantic artists like Gallen-Kallela and Edelfeldt.

As one authority, Mr. Yrjö-Pekka Mäkinen, observes: "It was fortunate for the Kalevala tradition, which was fading before Lönnrot's discoveries, that Karelia was remote from centres of power. Otherwise our vivid folk poetry, with its laments and roundels, would never have been handed down through the generations."

Finnish nationalism acquired Karelian overtones on the isthmus west of Lake Ladoga during Nicholas II's fierce crackdowns. After independence and the Treaty of Tartu in 1920 the Soviet Finnish boundary, one of history's weirder dead ends, bisected the lake in what was meant to end a territorial squabble.

But Karelia continued to play a shatter-belt role. About 100,000 members of the Vienna and Onega tribes were left on the Soviet side, some sympathetic to communism, others drawn into the Western effort to undermine the Bolsheviks. In 1922, as the last defiant shots were fired, the Academic Karelia Society was formed in Helsinki to "liberate" eastern Karelia.

Connoisseurs of modern student protest would be shocked by the AKS's anti-Russian chauvinism. Imbued with its virility, several of Finland's later leaders cut and gnashed their teeth in the AKS, with no impact on eastern Karelia. Most matured into wiser men.

Stalin's ideas were pure AKS in reverse. Finland's Karelians bore the brunt of the Soviet attack in the winter war of 1939-40, retreating westwards almost to a man. Stalin promoted the Karelian Autonomous Soviet Socialist Republic, formed in 1923, into a fully-fledged constituent republic, extending it across his ill-gotten gains.

For reasons best known to the Marshal and his executors, Finnish communist trustees were hard to find for the enlightened leadership needed by the Karelian SSR, although the ideologist Osmo Ville Kuusinen, who survived on the Soviet Presidium until the Khrushchev era, was made President of Karelia, and the head of a provisional Government for all Finland.

In June 1941 Finland joined the German assault on Russia, crossing the former border and reclaiming grandiose visions of a Greater Finland. Civilian

Karelians accompanied the troops, 70 per cent of country people and 45 per cent of the urban population taking back their old homes. But the Soviet counter-attack of 1944, followed by the delineation of a boundary affording Leningrad strategic comfort, rang down the final curtain.

A total of 410,000 people moved out of the 7 per cent of Finland which was ceded to the Soviet Union, to be assimilated through the settlement schemes and compensation measures pioneered in 1940. Thirty-six thousand farmsteads carved out of land surrendered mainly by the state formed the main shock-absorber. War-torn Finns, faced with heavy reparations, were meagrely endowed, and the Karelians were not welcomed everywhere with open arms. To the people of Häme, who can make a virtue out of silent slowness, they must have seemed larger than life, their sales chatter a threat to local merchants.

Cemented by the Karelians' willingness to restart from scratch, the resettlement measures were an unqualified success which captured others' imagination. German and Swiss research workers took Finland's methods as a model, and the Karelia Association—grouping 200,000 members, 467 local branches, and a fine communist cause in Helsinki—still receives visitors with similar problems.

"We can really speak of a Karelian miracle," Mr. Peavo Suoninen, the association's general manager, says. "Since the war the Karelians have made a greater impact on Finnish business, science and the arts than their numbers would warrant. They account for nearly all the big building contractors and cooperative wholesale bosses, and are well to the fore on local and parish councils."

The association has no official contact with the lost lands, which largely reverted to autonomous status within the Russian Federal Republic in 1956. Three per cent of the population are classified as Finnish-speaking, a ratio rising to 20 per cent in the capital, Petrozavodsk, where their existence is recognized with a theatre and a newspaper.

There are few visitors to this well-wooded region, and little contact with the locals for Finnish workers employed on building projects

in Soviet Karelia. The road north to Murmansk or a possible west-east motorway, not to mention the island monastery of Valamo, may eventually be opened to Finnish tourists.

The isthmus area was removed from Petrozavodsk's apron strings in 1946, and is a bleak advertisement for Russification. The railway to Moscow, now fully electrified on the Soviet side, offers Karelians a heartrending journey. Being of negligible economic significance, the region looks neglected, a poor approach to the architectural glory of Leningrad.

Väipuri (Vyborg), once so cosmopolitan and bright, is down-at-heel, its warred-like tenements relieved by an agit-prop centre, an impressive array of pleasure craft, and the propaganda-laden, duty-free station shop. Teenagers assault foreign visitors with appeals for purukumi (chewing-gum). Outside the town dilapidated farmhouses and sad, decent people looking as if they have little business to be there only reinforce the melancholy.

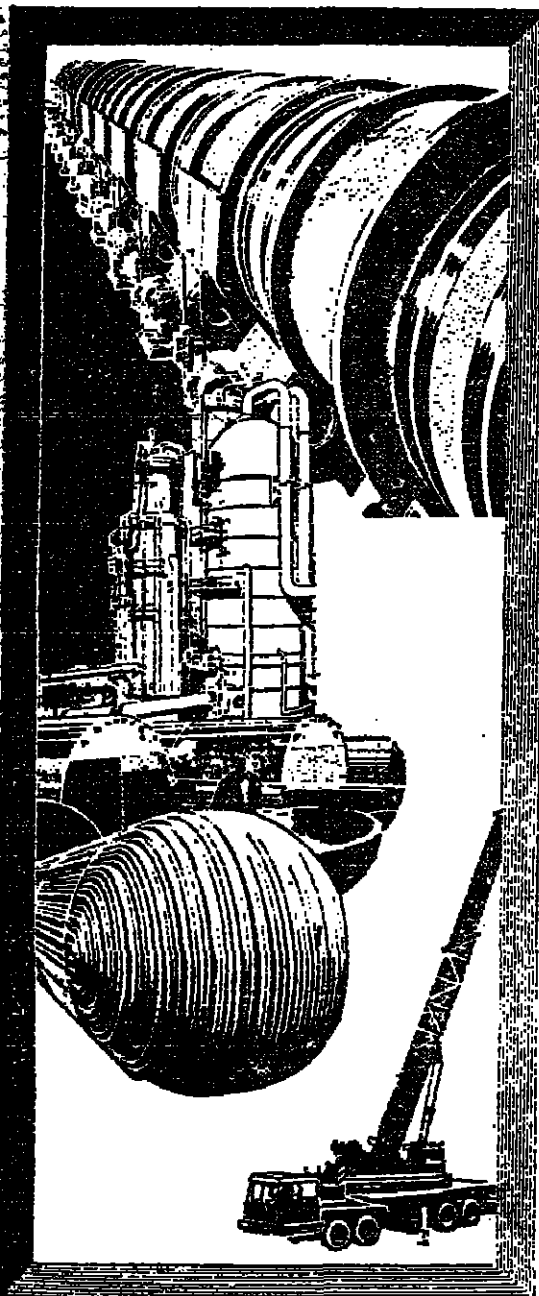
Russian elan and warmth are far away. Yet Väipuri is an increasingly popular port-of-call for Finns conveyed along the Saimaa Canal, a sea link crossing Soviet territory and fostering bilateral and international trade.

North and south Karelia ("west" would be more precise) form the third of the ancient province left to Finland. The area's breathtaking scenery belies its unimpressive population of 60,000, have eroded the Karelian image.

But, on patron saints' days in packed wooden churches, one can only marvel at the Karelians' staying powers, which have enriched Finnish life so much. Today's 25 to 40-year-olds, with a hard-headed attitude to political realities, have lost some interest in upholding Karelian traditions, but younger people now want to dig for their forebears' roots. For the old, the pipedream of a return to lost Karelia was ended, unthought, in the Helsinki Declaration's insistence on the inviolability of European frontiers. Yet, to quote Mr. Yrjö-Pekka Mäkinen: "Some Karelians exist in Finland by day, but live in Karelia at night—in their dreams."

D.F.

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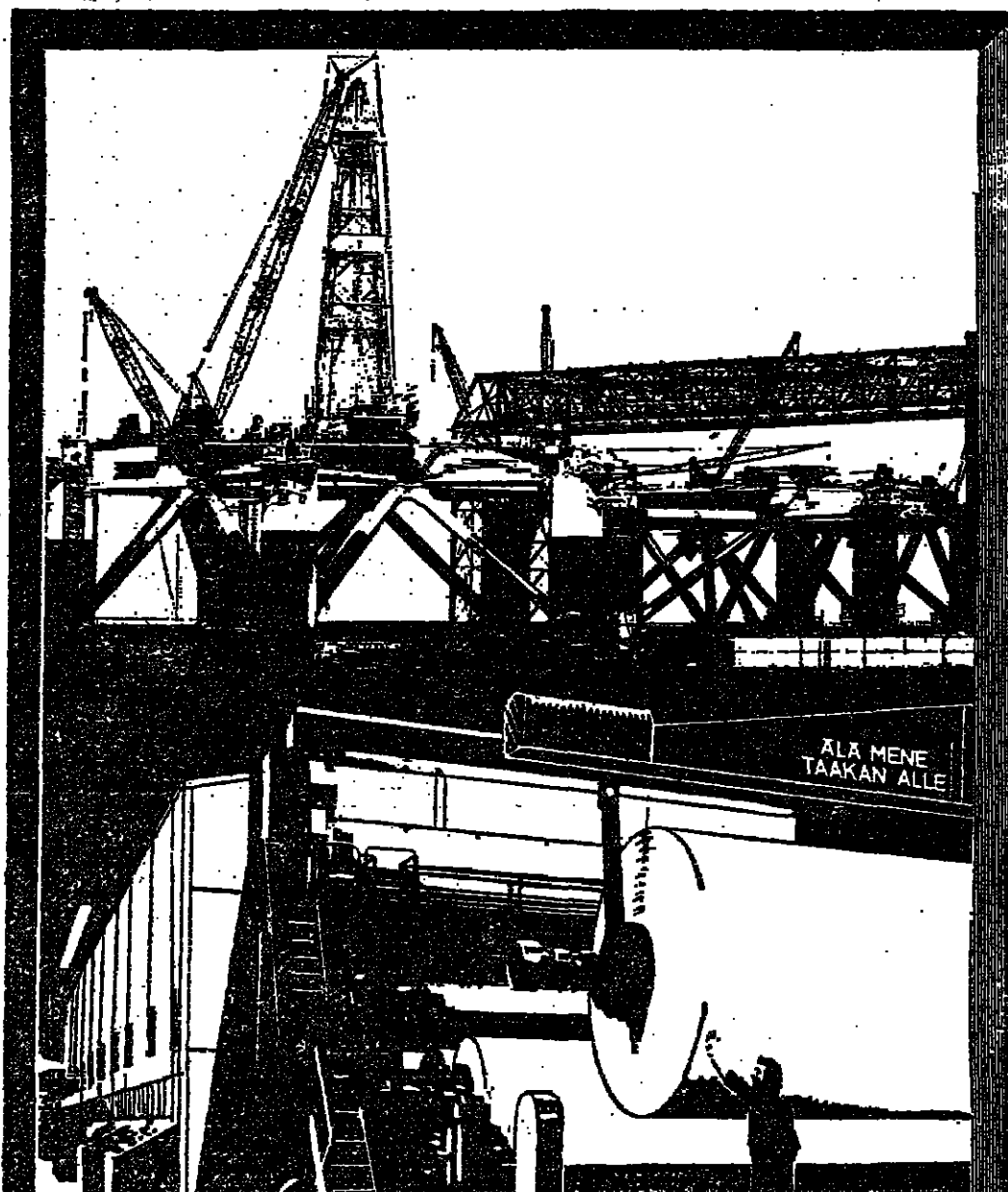
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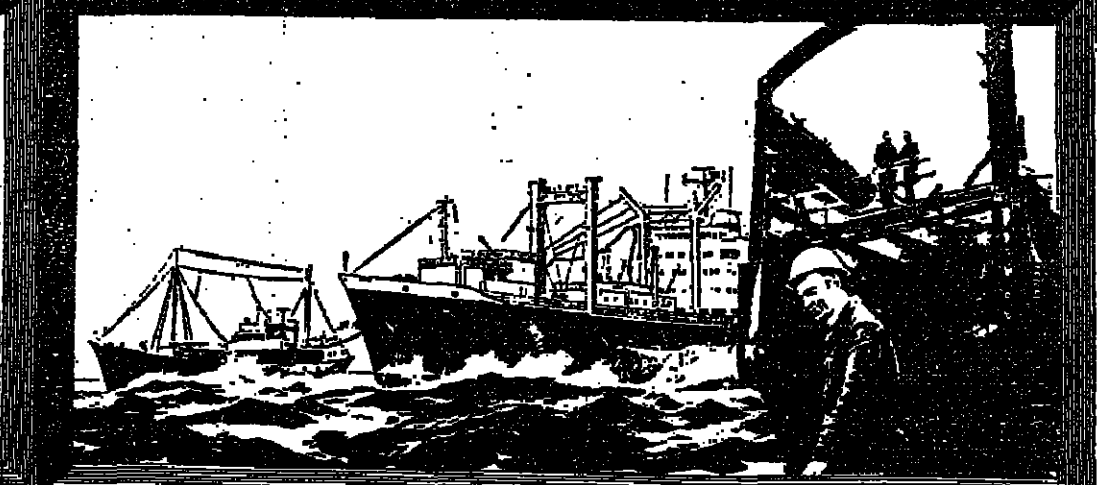
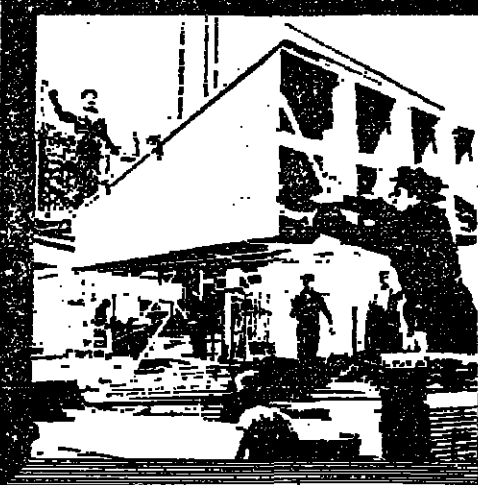
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Music from nowhere



Aulis Sallinen

Opera is thriving in Finland, thanks largely to the home-grown variety and the Herculean efforts of two composers—Joonas Kokkonen, the academician who personifies the musical establishment, and a younger man imbued with instant charm, Aulis Sallinen.

There is a link between them: Sallinen studied under Kokkonen at the Sibelius Academy, where

another formative influence was Aarre Merikanto, composer of the seminal Finnish opera, *Juha*.

"It seems odd, but Merikanto's biting criticism could shoot sparks of inspiration," Sallinen recalls. "Yet he taught me less than Kola, men, who had so much to give in a technical sense."

Sallinen's 42 years have been a steady upward curve. Born near Lake Ladoga, he joined the wartime westward trek of Karelian evacuees. His teenage years were spent in a small west coast town where, making arrangements from Glenn Miller and Artie Shaw records, he assembled a 12-piece school jazz band.

The impetus in him was subsequently indispensable for a 10-year term as manager of the Radio Symphony Orchestra.

Sallinen's output includes three symphonies, four string quartets, a ballet, a violin concerto, and a new cello concerto recently aired by Arvo Nore and the Helsinki Orchestra. The absence of musical roots in the family underscores the achievement.

The opera — *Ratsuniemi* (The Horseman) — was scored to a beautiful libretto by

Finland's leading poet, Paavo Haavikko, for the 500th anniversary of Olavinlinna Castle, backcloth to the Savonlinna Festival.

Sallinen is now working on his second opera, based on *Punainen viiva* (The Bloodred Line) — a novel by the society-conscious novelist, Emma Kiljunen.

The common element in each work unfolds the composer's philosophy: "I don't want to change the world, but I believe musical theatre carries a latent force that touches people's emotions. Listeners at Savonlinna identified themselves with characters in *The Horseman*. Ordinary people live in a maelstrom of events they can't control, and I feel sympathy for their plight."

How international are the operatic messages by Sallinen and his mentor Kokkonen? "The globe is too big for an artist to stand on it with both his feet. Music must still have a national point of departure. But if it has significance and, most decisively, quality, art crosses borders and becomes universal."

D.F.

Anti-hero author



Veijo Meri

Veijo Meri is one of Finland's top three living writers. Half his output of 10 novels, short stories, seven stage plays, poetry, a biography, and assorted work for television has been as a backcloth. An admirer of Hemingway and Heller, Meri weaves Good Soldier Schwejk-like threads into his narratives, showing the corrupting effects of war behind the front, the tragic-comedy in

social affairs. Given her knowledge of taxation and of safety for workers, one might have expected the reverse, and her list of feasible reforms bears a strong social tone.

A committed woman, she feels alienated from the politics by agreement which has become fashionable. Her great dread is of people lacking in sense and reason. Why the Social Democrats have failed to convert the urbanization of Finland into electoral support, her answer comes interestingly with the view of those who write about embourgeoisement among workers: "We have not reached the white-collar sectors who have become part of the proletariat. We fail to offer them a model, and we lack political willpower."

Finland was the first European country to enfranchise women. Mrs Pirkko Työläjärvi's view on the role of women in politics is consistent with her devotion to work: "A woman minister is excluded from many leading in areas and restaurants. But over involvement would make her masculine, an awful thing. Her only way out is to develop her professional skill. Women's libbing is no help, since it is ability—not sex—that should decide."

Paavo Seppänen does not concern himself with academic objections. Every towers or pointless statistics. In a university world of repetitive research and predictable teaching, where narrow specialists are slightly labelled *fakultäts*, Seppänen's overall view is fascinating listening. Aply entrusted with a study of twentieth-century changes in Finnish society, he is well qualified to give an off-the-shelf state-of-the-nation message.

A sociology professor from Sulakava in the easy-going

past is an antidote, possibly hard to digest. "Conservative quarters consider the winter war was the most glorious happening in our history. They think in terms of the opening minutes, when the nation stood united before the end of the world. Four months later people wept when peace was signed—would you credit it? Believing they had won the war, they wondered why the terms were so bad."

Meri's latest play, *Autumn 1939*, portrays Finns about to step into the cataclysm. His technique is polished—no mere riding roughshod over once-sacred values or a crude wish to shock: "I've tried to use Russian soldiers on the stage. You can't introduce elements whose effect on the audience you can't predict."

Meri seems the mildest of men when set against his own view of his compatriots: "Finns are total, all-or-nothing people. Their simplistic approach hinders them from learning the art of compromise." An observation somewhat contradicted by Meri himself, who is a politically untested outsider on the inside: "In

modern Finland we have been sucked into a huge mainstream, pro-Kokkonen, pro-Government, pro-establishment. Revisionist communist writers have submitted. When it comes to the crunch even I am loyal to the republic. We are coming to terms with ourselves—though fortunately we have not reached Swedish levels of self-adaptation." An aside which was on occasion a good breeding-ground for the arts.

Meri's interpretation of history, violating the old textbooks, has its own sweet logic. Since St Petersburg was founded in 1703 Finland's evolution has been a fairy tale, he contends. The eighteenth-century Russians, nationally turned Finland into a buffer state, and Alexander I's endorsement of this position in 1809—tantamount to an independence declaration—established a *par russia* which endured 108 years and has recently been renewed. The Finns failed to back the Polish and Russian revolt in 1863, and were rewarded by Alexander II.

D.F.

Bold impact on life



Antti and Vuokko Nurmesniemi

Few artists have developed a finer sense of objects, form and colour than Antti and Vuokko Nurmesniemi.

Working like beavers, they have made a bold impact on everyday living in Finland and further afield: Antti with his interior and industrial design, Vuokko with her clothes and household ware. Their contribution is unaffected by the crisis of confidence hitting Finnish design.

Though each has a clear-cut field, their overall approach coalesces. Antti aims at surroundings which give natural and social balance and show what unstinting artistic standards can achieve. Vuokko has a full-blooded commitment to quality consistent with the materials available: "I can't chase after currents in fashion—they are not real. We're still producing from 10-year-old models."

Now coming from the Nurmesniemis' spacious atelier home on the Kulosaari shore, three miles out of Helsinki, Antti's prolific output is a microcosm of visual developments over two decades. His list of tasteful interiors, in all varieties from bright to subdued, would fill a telephone directory. Most Finns probably touch something of his every day: in all likelihood a coffee-pot, whose apparent simplicity hides the ingenuity involved.

"I've been branching into investment goods and smaller articles for industry," Antti states. "Whereas the ceramic designer is left to himself when you do a tractor or a train you have to work with technicians. Teamwork can pay off if tasks are clearly divided and the individual contribution is emphasized. We've got to think

of human beings, not just machines." Set against some contrived, exaggerated and garish efforts, Vuokko's garments look blissfully natural—deceptive simplicity since again, a child might easily find her secret, but adults conditioned to the bizarre conventions of fashion could overlook the vital clue: the materials she employs are natural.

"I can only use cotton, wool and cloth which I wholeheartedly approve and which allow me to stand behind what I do," Vuokko Nurmesniemi emphasizes. "The artificial is acceptable only where it is absolutely necessary." The cuts and the colours have a relaxed, healthy vigour which eludes the time-bound quality of fashion.

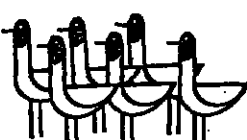
Vuokko is struck by the contrast between the mid-1960s, when she set up her own business, and the late 1970s. "We used to gaze into space as if there were no limits. We were over-optimistic, living beyond the world's means. Though expectations are being scaled down there is one thing I will not renounce: quality. A woman doesn't want a butterfly collection in her wardrobe."

Like many of their professional colleagues, Antti and Vuokko married as students. Much travelled, they draw willingly on the ideas of a worldwide circle of friends. They work separately, sub-complementary, and each sub-consciously seeking the other's criticism.

Their meeting ground is the choice of materials: "We have not changed in this respect," says Antti—though it might equally well be Vuokko speaking. "We have learnt to know what can reasonably be obtained from nature, what is self-renewing."

D.F.

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Latecomer to politics



Pirkko Työläjärvi

Pirkko Työläjärvi's rise in the Finnish political firmament would look meteoric even if she were not the only woman minister in the present coalition Government. Out of the blue, she became the Social Democrats' deputy leader at their 1975 congress: she was then 36, and had had only eight years' experience in the party. Since then she has served in two cabinets: the "national emergency" one of 1975-76, and the "national recovery" one installed last May.

Though she moved late into politics Mrs Työläjärvi is a third-generation Social Democrat, maintaining a consistent profile in a left wing which can stay more restrained than its British equivalent since there are many communists to stoke the emotional fires. She spent part of the war separated from her stone-mason father and metal-worker mother as an evacuee in Sweden, a haven for many Finnish children. She graduated in Turku from a Swedish-language school of economics. She is estranged to Scandinavia: "I feel at home throughout northern Europe, but the Finns have a streak of individuality and inventiveness which makes me identify."

She has worked as a teacher, auditor and in the management of public offices. She is married to a social and financial administrator. "He doesn't treat me as a minister; he's got his own healthy self-respect," she says. Spare time is devoted to gardening and reading; the Työläjärs have no children.

The thin voice and quiet style hardly typical of the face-smiling home base of Ruuska—believe a determination that has no frills: "My ambition is to obtain concrete results from day-to-day work, not to go round saying out polished machines. I admire civil servants, but not bureaucracy. There are too many people in public administration who dodge decisions and pass the buck."

Within her dual-purpose ministry she handles health while a member of the Centre Party presides over

social affairs. Given her knowledge of taxation and of safety for workers, one might have expected the reverse, and her list of feasible reforms bears a strong social tone.

A committed woman, she feels alienated from the politics by agreement which has become fashionable. Her great dread is of people lacking in sense and reason. Why the Social Democrats have failed to convert the urbanization of Finland into electoral support, her answer comes interestingly with the view of those who write about embourgeoisement among workers: "We have not reached the white-collar sectors who have become part of the proletariat. We fail to offer them a model, and we lack political willpower."

Finland was the first European country to enfranchise women. Mrs Pirkko Työläjärvi's view on the role of women in politics is consistent with her devotion to work: "A woman minister is excluded from many leading in areas and restaurants. But over involvement would make her masculine, an awful thing. Her only way out is to develop her professional skill. Women's libbing is no help, since it is ability—not sex—that should decide."

Paavo Seppänen does not

Optimistic academic



Paavo Seppänen

concern himself with academic objections. Every towers or pointless statistics. In a university world of repetitive research and predictable teaching, where narrow specialists are slightly labelled *fakultäts*, Seppänen's overall view is fascinating listening. Aply entrusted with a study of twentieth-century changes in Finnish society, he is well qualified to give an off-the-shelf state-of-the-nation message.

A sociology professor from Sulakava in the easy-going

past is an antidote, possibly hard to digest. "Conservative quarters consider the winter war was the most glorious happening in our history. They think in terms of the opening minutes, when the nation stood united before the end of the world. Four months later people wept when peace was signed—would you credit it? Believing they had won the war, they wondered why the terms were so bad."

Meri's latest play, *Autumn 1939*, portrays Finns about to step into the cataclysm. His technique is polished—no mere riding roughshod over once-sacred values or a crude wish to shock: "I've tried to use Russian soldiers on the stage. You can't introduce elements whose effect on the audience you can't predict."

Meri seems the mildest of men when set against his own view of his compatriots: "Finns are total, all-or-nothing people. Their simplistic approach hinders them from learning the art of compromise." An observation somewhat contradicted by Meri himself, who is a politically untested outsider on the inside: "In

modern Finland we have been sucked into a huge mainstream, pro-Kokkonen, pro-Government, pro-establishment. Revisionist communist writers have submitted. When it comes to the crunch even I am loyal to the republic. We are coming to terms with ourselves—though fortunately we have not reached Swedish levels of self-adaptation." An aside which was on occasion a good breeding-ground for the arts.

Meri's interpretation of history, violating the old textbooks, has its own sweet logic. Since St Petersburg was founded in 1703 Finland's evolution has been a fairy tale, he contends. The eighteenth-century Russians, nationally turned Finland into a buffer state, and Alexander I's endorsement of this position in 1809—tantamount to an independence declaration—established a *par russia* which endured 108 years and has recently been renewed. The Finns failed to back the Polish and Russian revolt in 1863, and were rewarded by Alexander II.

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هكذا من الاصل

Varsavuori. Thanks to its oppressive opera festival, voutilinna—something of a has-gained renown.

This is the gateway to Jyväskylä, which sends you from the rest of Finland. With their broad humour and summiness Savonians cold winters quell the man spirit. Their focus, oploko, has a spritely raker place where all is winter and the first of the Regional Deelopment Fund's headquarters. ski slopes near by, many cosy motel, including the ctacular Isovalkeinen, been feeling the pinch, the whole district merits ara and the invading rist hordes.

Moving south-westwards, ntral Finland province is ritually the heart —ough geographically the of the country. They the theatre, which is ken there and Jyväskylä, ese summer festival has generated from an imagi-ive international forum a focus for parish-pump sing, display, music that best in post-war Finland.

The Rehtasipi Hotel at Jyväskylä sets its sights Jyväskylä over ski-jumps ogging tracks. About 000 cars are parked at restaurant. Emitting pine ants, the neatly-angled Jyväskylä is a far cry from ndard brack-like hotels. Distances gradually widen

Party papers are forced to support the police force, the party leadership, as these party bosses control the press subsidies and can thus effectively pull back into line any editor or writer who shows too many signs of independent thought.

Perhaps the most explicit example of a newspaper dominated by the party is *Demari*, the main organ of the Social Democratic Party. The paper's editors have wedded our opinions which even slightly criticize the party leadership.

The result is a typical Finnish party newspaper, a dull and provincial publication which aims to mirror the title of newspaper as not even the news aims at any kind of objectivity.

Demari is in no way alone, because for instance the main organ of the Centre Party, *Kansan Uutiset*, and the Communist *Kansan Uutiset* are equally parochial and restrictive.

Uusi Suomi, formerly the



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Financial and industrial policies are not a heady brew

Economy undergoes its roughest ride

by Donald Fields

With poor standards of said, "The reflationary communication arguably the root cause of most Finnish problems, marketing abroad is complacent and information scanty. Graduates leave schools of economics (attempted hybrids of the London School of Economics and business schools, but scarcely worth university status) unprepared for the rough-and-tumble of practical business. At national and local government level political nominees of dubious merits have been foisted on important departments, undermining the morale of independent experts.

In the circumstances the extensive powers of the Central Bank have proved a blessing. Regulating credit tightly and consistently, the Bank has slashed the foreign trade deficit from a record Fmk7,755m in 1975 to Fmk3,337m in the first nine months of 1977. The Bank of Finland has also checked the profile, if not the dimensions, of a foreign debt hovering around 23 per cent of gdp.

As its governor has stated: "We don't want our debt to get out of hand. If we go too far we shall suffer for years. We can only ensure that no greater harm happens to the economy."

Both the OECD and the IMF have showered plaudits on these demand management policies, singling out Finland as the only small country likely to reduce its current account deficit substantially this year. Most economic indicators jar gratifyingly with this appraisal—above all the gloomy prediction of 200,000 unemployed (9 per cent of the work force) this winter as overstuffed companies can no longer afford to retain workers.

In three years Finland has moved from having the highest rate of investment in the West to a situation in which business has neither the means nor the will to expand. Official targets for 1982—4½ per cent growth, 5 per cent inflation, 2½ per cent unemployment—look incongruous.

A Bank of Finland director, Mr Seppo Lindblom, was one of the few speakers to disturb the somnolent spirit of Korpilampi. "The Government's employment target is based on the unrealistic assumption that export volume will rise by 7 per cent per year", he

has belatedly surfaced as the main preoccupation. In this context Sweden, number two trading partner, is seen as the arch rival. Sweden's botched gamble on an economic upswing, its widening trade gap and its delay in taking corrective measures are crumbly of comfort for the Finns, though the hard-pressed Swedish Government's ability to buy time and reduce taxes in the hope of moderating wage claims may mean the crumbs will be soon swallowed.

Whereas the Swedish krona has been marked down by 15 per cent in three devaluations, the combined drop of the Finnmark in two such moves has been almost 9 per cent—just below the level at which pay deals would become liable to tricky renegotiation. Businessmen are furious at the smallness of last August's adjustment.

Finland remains highly exposed. Sweden's decision to sell off vast stocks of pulp at reduced prices has obliged Finland's forest industries to follow suit, contributing to an estimated total loss of Fmk2,000m for 1977. Furthermore, Sweden is in a better position than Finland to tackle unemployment. If there is light at the end of the present tunnel it may first shine in Sweden, starting new waves of emigration from Finland.

Cutting inflation is seen as the way to restore competitiveness and thus create jobs. The 1974-76 price explosion and subsequent tailing-off have been somewhat less dramatic than in Britain, but on simple price comparisons the Finnmark remains grossly over-valued. Exhortations to save are still not supported by a clear price and incomes policy.

In November Government plans to dovetail a statutory wage and price freeze into further stimulation measures were brusquely rejected by the representatives of business, who feared restraints on its manoeuvrability, and the unions, who were due for a mid-term pay rise under existing 9½ per cent to 8½ per cent—



Sunday morning in Market Square, Helsinki. Despite economic woes and industrial unrest, no one believes the balloon is going to go up.

agreements.

Despite this setback the influential Centre Party chairman, Dr Johannes Virolainen, set December 9 as the deadline for a new package.

Businessmen, however, have little faith in the Government. It is too early to say whether recent measures—including marginal tax concessions, job-subsidy schemes and public works programmes, and a reduction in discount rate from 9½ per cent to 8½ per cent—

have given the desired fillip. The mid-November unemployment figure of 152,000 indicates that much more is required but the state's coffers are limited and by November 23 there were only enough foreign exchange reserves to purchase one week's supply of imports.

Within the next week Mr Mauno Koivisto, governor of the Bank of Finland, had plugged the leak by drawing \$3m of credit facilities from abroad. Insisting that the

trend was toward stability, Mr Koivisto noted: "This year's visible trade surplus will be substantial, so all the current account deficit is caused by the cost of debt servicing."

Some factors may invalidate the jeremiads. With their backs to the wall Finns can be resilient and innovative; their standards of workmanship are excellent; and their forests house the world's only major self-renewing industrial re-

Like marriage, unions have off-days

When the occasion arises, President Kekkonen does not mince words—and industrial relations have not escaped his notice. In November 1976 he effectively broke a strike by 670 guards, which was halting Finland's railways and jeopardizing production. In April 1977, addressing Finland's largest trade union organization, he declared that the strike weapon was "obsolete".

Those forceful interventions came amid a wave of strikes that cost 1,350,000 working days in 1976 and 2,200,000 in the first half of 1977, despite a decline in union bargaining power because of rapidly growing unemployment.

Unlike their Scandinavian neighbours, who try their utmost not to upset the industrial apple cart, the Finns appear resigned to this pattern. Phrases like "holding the country to ransom" and "union-bashing" are not in their vocabulary, and such British fixations as the closed shop, mass picketing and political links are rarely cited in debate. The climate of opinion is less for and against the unions as such than it is emotionally diffused through the entire range of social issues. Union leaders are seen as bogymen only in desperate straits—including last spring's intransigent behaviour by technical workers.

The unions' own history reflects the turbulent undercurrents. At first workers' combinations were inhibited by the tardiness of industrialization, not until 1894 did printers' shopfloor associations first coalesce in a national union. In 1907 18 unions, numbering 25,000 workers, affiliated themselves in one federation. Despite early victories in the fight for better conditions (notably a shorter working day) union activities were checked in the aftermath of the 1918 civil war and in a quasi-fascist upsurge in the early 1930s.

Immediately after the Second World War, with the emergence of underground communists, the ranks were swelled and the first collective agreements signed. After the 1956 General Strike a split among Social Democrats undermined the blue-collar federation, SAK, which was swiftly reconstituted a decade ago and has been celebrating its seventieth anniversary this year.

Altogether 70 per cent of Finland's employed population is organized in four groupings. Outweighed by the blue-collar SAK's 950,000 members are the white-collar TVK's 285,000, the professional AKAVA's 140,000, and the technical STTK's 94,000. Despite Finland's strike record, these organizations appear better than the British TUC at controlling their affiliates, which in turn are structured to facilitate communication at all levels, from factory bench to national executive. The industrial copybook is blotted less by union indiscipline than by the whims of "Stalinist shop stewards, who are frequently a law unto themselves."

The SAK, indisputably the most influential extra-parliamentary organization in Finland, is a unique amalgam of Social Democrats (63 per cent) and Communists (37 per cent). Both sides acknowledge tensions exacerbated by the deep rift in the Communist Party. The shrewd Social Democratic chairman, Mr Pekka Oivio—a former railwayman's leader—resents the exploitation of the SAK for "international propaganda", while his articulate, "revisionist" Communist deputy, Mr Olavi Hänninen, at least pays lip service to the organization's constitutional independence.

"The SAK is not run for the parties' convenience; it is a workers' movement," Olavi Hänninen says. Although union politics are necessarily tough the SAK rarely stoops to the infantile intrigues which occasionally erupt within Parliament and the parties. There are only 28 affiliated unions against the 113 of the TUC—yet Mr Oivio advocates internal streamlining. The chairman's Len Murray-like line of restraint—in circumstances where a militant stand might attract votes—appears justified by swings in the Social Democrats in three important union elections this autumn.

In the blue-collar sector, dominated by the SAK, clear-cut boundaries between unions obviate demarcation disputes. But the emergence of white-collar and technical staff performing ever more complex tasks blurs borders, with occasional inter-federation member-poaching. This hinders a *commune* approach towards other bodies gathered at the collective bargaining table: five em-

ployers' groupings (including the state) and the ebullient Central Union of Agricultural Producers.

The TVK has a cooperation deal with the STTK, but sticky relations with the self-conscious AKAVA. Its fast-talking chairman, Mr Oso Laakso, has provided a more political (Social Democrat-leaning) profile which clashes with the respectable middle-class bearing of most members, but accords with the new-found militancy of bank-clerks, nurses and others.

For real assertiveness, however, the STTK has few peers. In last spring's strike wave various impressions were levelled at Mr Jorma Rein, the steel Social Democratic lawyer who presides over the federation's tetchy technicians. At the time Mr Rein defended his policy—symbolized by a severe-week strike of power-plant engineers and disruptive sympathy stoppages—as a straightforward effort to preserve living standards. Anti-union sentiment, generally subdued, blossomed during dark evenings of STTK-induced power cuts.

In deeming strikes outmoded, the President called for an effective system of industrial democracy. While interpretations of that concept vary, a mild proposal for worker participation acceptable to all but the most hidebound employers and the most intransigent communists now exists. It is premature to tell whether it has real teeth and will allay fears of red tape—not to mention whether it will combat strikes.

Certainly an improved dialogue is needed at shop-floor level on all sides, and union leaders are not so jealous of their own power that they fail to urge decentralized decision-making. A greater say for the rank and file might reestablish some of the dented prestige of the central organizations, which find the economic climate unpropitious for imaginative new initiatives.

Not that the unions need reapproach themselves unduly. As the communist Mr Hänninen describes the inter-party tie-up in the SAK: "Our movement is a bit like married life—though love generally flourishes, there can be off-days."

D.F.

TMP in pants and hands

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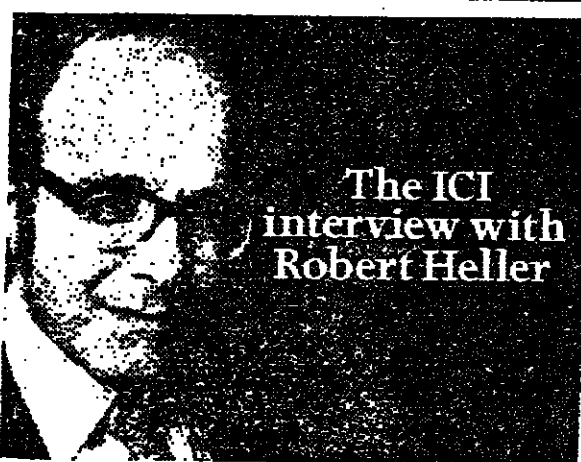
هكذا من الاصل



Judith Mills (23), Sales Representative. After 2 years, already handling sales worth £12 million.

'You are thrown in at the deep end with no restrictions really, the opportunities are marvellous'

Judith Mills, ICI Sales Representative



The ICI interview with Robert Heller

The vision of industry in the minds of many young people still owes much to Blake's 'dark satanic mills'. How fair an assessment is this? Every year ICI recruits around two hundred graduates. In this interview, Robert Heller, Editor of 'Management Today' talks to three, working at ICI Mond Division in Cheshire - Judith Mills (23), Sales Representative, Brian Slaney (26), an Engineer, and Max White (27), a Personnel Officer. How have their ideas of industry in general, and ICI in particular, changed?

Heller: Max, was there any hostility towards profitable concerns like ICI in your fraternity?

White: Yes... a high degree - which I also shared. The academic world deals in theory, so assumptions are made which you later find are not reflected in reality. There's little appreciation of how managers do their jobs or that they have to balance human interests with commercial reality.

Heller: What persuaded you, despite your initial hostility, to join ICI?

White: I was fascinated by industrial relations. I wanted to find out what really happened. I'd assumed industrial relations were about confrontation. When I arrived I found confrontation formed only a very tiny part of it.

Heller: Do you all feel your work at ICI is useful to the nation?

Slaney: The public probably see things like the social services as being more *directly* useful. They fail to realise that it's companies like ICI, contributing through taxes and so on, that make these services possible.

Mills: One of the major things is the employment we create... that people are better off. I think if we had more of an ICI set-up throughout the country - more profitable firms - we'd *all* be better off.

Heller: How important is the profit motive in industry?

White: We're a capital intensive industry and we've got to make a profit to keep pace with the need to build new plants - which will help us to get our share of world markets.

Slaney: It's essential if British industry is to go ahead. I have shop floor meetings where we share information about what we are doing. In one product area where we've had problems, the first question the foreman gets asked is "How much did we make yesterday?" This is a step in the right direction as far as I can see.

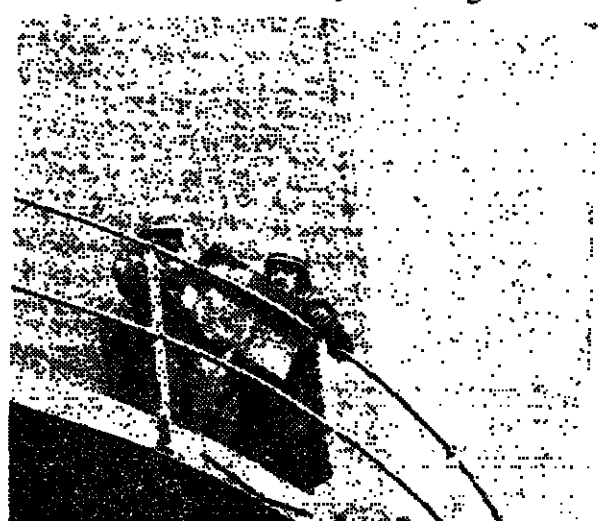
Heller: And what do *you* all get out of it?

Slaney: I've found myself doing the sort of jobs now that I once thought I wouldn't be allowed to tackle for another 10 years. After only 5 years here, I've got 60 people working for me and a budget of £4 million.

Heller: Max, you're a social scientist and personnel specialist. Have you found much scope for initiative at ICI?

White: Yes. When I first arrived I was given the go

ahead to introduce a psychological testing scheme of mine, in certain areas. That was my initiative and the company welcomed it. Their willingness to consider new ideas is very heartening.



Brian Slaney: 'I handle jobs I thought I wouldn't be allowed to tackle for 10 years.'

Heller: So joining such a large organisation hasn't robbed you of your individuality...

White: In a company as large as this there's plenty of *space* - space for the individual to develop.

Mills: I've found there are no restrictions really or orders from above - the opportunities are marvellous. After 2 years I'm responsible for handling sales worth £12 million to our customers in the Manchester area.

Heller: Can a big company be competitive - has ICI a sharp enough cutting edge?

Mills: Yes, I think it has. We do well. We create wealth as a company and lots of people benefit. This wouldn't happen if we weren't sharp and better at our job than the opposition.



"How important is the profit motive in industry?" asks Robert Heller. From l. to r.: Brian Slaney, Heller, Judith Mills, Max White.

Ideas in action



The bitter split in Ghana may be a healthy sign

The president of the Ghana Medical Association warned me that there would be Special Branch policemen hanging about outside his house. "I hope it will not embarrass you," he said. "They watch me all the time." Dr Cornelius Quarcoopome, a distinguished professor of ophthalmology, shows how part of the debate on the method of Ghana's return to civilian rule has become embittered and tense.

There is, however, another side to the story. I have just completed a 10-day tour of the country, which included watching General Acheampong, who has led a military government since his coup in 1972, being acclaimed at a big gathering of chiefs and people in the rural Volta Region. This has led me to believe that the Government has considerable support among non-intellectual Ghanaians, and that its proposals for "union government" or non-party democracy are likely to receive a huge majority in the referendum to be held on March 30.

I should perhaps add that I went to Ghana with other journalists at the expense of the Ghana Government, which thinks that the debate on union government is of an importance that merits more international attention.

One of the main complaints of the intellectuals is that there has been, in fact, no real debate: there has been only an overwhelming propaganda exercise by the military regime. Further, they allege that there is not sufficient press freedom to allow for a proper airing of the issues, and that there has been serious intimidation of the opponents of union government.

Specifically, Dr Quarcoopome shows us pictures of his Mercedes car which had been set on fire by a gang of thugs. While it was parked outside the flat of a friend they broke a window, poured petrol onto a seat and threw it in a match. The entire interior is gutted. There have been attempts to burn other cars.

The doctor, who is a brave man and remains entirely un-intimidated and unhesitant about talking to the press, said he and other professionals were also receiving many abusive letters, some threatening their lives. More seriously, in his view two attempts by the professionals to hold meetings to discuss union government had been prevented.

On August 25 a meeting was stopped by the police at the last moment because they claimed there had been a failure to obtain the necessary permissions. A second meeting, on October 12, was broken up by roughs and wild market women immediately it started. They threw chairs about and wielded iron bars, forcing the audience and the speakers to flee. One or two people were injured.

The professionals mutter darkly about official connivance at the violence. But after the second meeting General Acheampong publicly condemned this sort of thuggery and appealed to people to allow the opponents of union government to have their say. In a later speech he said allegations of intimidation had been investigated and found

Kenneth Mackenzie

We are a non-ideological community; the British deal in situations, in actual problems and not in ideas. But perhaps this tendency is now being carried to a length which leads to public confusion, which prevents coherent action and is one reason why this nation is not reaching its full potential.

Consider, for instance, the notion of parliamentary democracy. Britain used to pride itself on being the oldest and most consistent example of representative government. The people chose their representatives and they, in turn, selected a Prime Minister. He was responsible to the House of Commons whose members answered for their actions in selecting and maintaining such a government at the next general election.

Then elements of direct democracy began to creep in. The rival candidates for the post of Prime Minister appealed directly to the people. The parties put forward elaborate programmes and it was argued that MPs elected on a party ticket were bound to support that party's leader and programme no matter how situations might have changed or what second thoughts they might have had.

The position was made more confused by the introduction of a referendum first on membership of the EEC, now on Scottish and Welsh devolution, and if Mrs Thatcher has her way, on industrial disputes. To have a referendum is

When this sort of thing

happens, it is not surprising that citizens lose their confidence in Parliament. The result is confusion about the kind of democracy we have and what we are aiming at. It is not possible to refurbish our institutions in order to make them effective.

The same is true of our economic system. Only a handful of people in Britain believe in a return to total laissez-faire—it is both politically unacceptable and socially undesirable. Equally, only a handful believe in a totally state-owned and controlled economy because such systems not only perform badly but are incompatible with the personal freedoms which we cherish.

So there is bound to be a mixed economy in Britain for the foreseeable future. Yet no one has set out a convincing account and justification of the system the vast majority of people regard as most desirable and therefore it works badly. For instance, there are no clear rules for the conduct of the public sector.

To take British Rail as an example, the Government could say to the board here is £425 million a year for five years—go and run a successful railway on this basis. Or they could make the railways a department of state run by a minister, but cannot be seen to do both, with more men in the department of transport revising and checking the management of the railways than there are ac-

tually employed to do the job by British Rail.

None of the heads of the major public corporations seem to have a clear idea of what they are aiming at, by what criteria their performance and that of the industries will be judged or the precise form which their relations with the Government should take.

Then there is the confused rationale of the private sector. For a few, most of whom are on the defensive, it is the lifeblood of the economy. For others, stretching from academics and administrators to shop stewards and students, it is a slightly disreputable quest for profits which may or may not have some social value.

Yet, while most people would accept that to have only one employer in the country, to have all wages, prices and investment decisions determined by the state would be the end of democracy in Britain, there is still a lack of explanation what is legitimate and desirable in the operation of the private sector.

Finally, there is the question of what constitutes proper relations between the two sectors. For example, ought the Government to be allowed to use regional incentives, export credit guarantees or its position as a major purchaser of certain goods to force private firms to accept its industrial or incomes policies? Ought nationalized industries

to be allowed to abandon some of the original tasks specified in the Acts if these activities cease to have any value and go into other forms of business (such as the travel industry or into North Sea oil) as they would do if they were truly and profitably private concerns? Although we have been living with a mixed economy since the war or before, there are no guidelines on these issues.

The two areas of confusion are interlinked. Marxists are right when they say that political institutions rest on and fit in with the structure of the economy. Any adequate set of principles which would act as a guide for justification of the mixed economy ought also to coincide with and support our concept of political democracy.

If Parliament is to work, it must rest on the support of voters and also be capable of controlling the power blocks in society on the voters' behalf; it must be seen to represent them and to carry out their wishes in an effective way.

Hard though it may be for a pragmatic people, it is time an ideology was thought through on these points as adequate principles, a sense of direction and some confidence about where we are going are all badly needed.

The author is Labour MP for Berwick and East Lothian.

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Is Parliament trying to prove it does not adequately represent the people?

John P Mackintosh

Why we must not forget Europe in the North Sea oil debate

With the extensive leaking of the Healey-Benn report, the great debate on Britain's economic options in the light of the North Sea oil bonanza may be said to be under way. At the risk of spoiling the coyness, we need to remind ourselves that our EEC partners not only expect to be consulted but have a right to demand it. North Sea oil not only has a Scottish and a British dimension, but a European one also.

The debate really has two aspects. There is the straightforward question of how to spend the money; but there is also the more immediate one of how we should manage the exchange rate. Should sterling be allowed to float upwards to 2.5, or should it be held at 2.27, or should we try to hold it down?

The EEC has a strong interest in this issue, as well as the longer-term one. When sterling is drifting downwards on the world exchange, the British food consumer was shielded from the consequences, because the green pound which determines the price at which food is traded within the European Community was not devalued. This meant that our EEC partners were subsidizing us to the tune of more than £1m a day.

Now that sterling is no longer a weak currency, our partners can reasonably demand that the gap between the green pound and the normal pound should be closed, so that food prices reflect real exchange rates. They can also demand that sterling should not now join the Economic and Monetary Union ("snake"), along with Europe's other strong currencies like the Deutschmark, the Dutch guilder, and the Belgian franc.

In other words, one of our first obligations now that we are no longer impoverished should be to regularize our financial relations with our partners, and in so doing help to strengthen the economic stability of the Community.

In fact, joining the "snake"—in other words, pegging sterling's exchange rate to that of the majority of the EEC currencies—would be to the United Kingdom's advantage, provided

the right exchange rate was chosen initially.

Second, the United Kingdom needs an exchange rate which can be maintained without too much difficulty, since everybody wants to avoid the disruptive effect of continual fluctuations. Since our partners do not want a floating rate, it is more sensible for sterling to align itself to a group of reasonably strong currencies such as those which currently make up the European "snake".

Second, the United Kingdom authorities want an exchange rate which will be low enough to ensure that Britain's manufacturing exports do not become uncompetitive, yet high enough to play some part in holding down inflation. It was the soaring cost of imports, despite the advantages of the weaker pound, which caused the devaluing of the pound and incomes policy last summer.

Third, the United Kingdom authorities want an exchange rate which will be low enough to ensure that Britain's manufacturing exports do not become uncompetitive, yet high enough to play some part in holding down inflation. It was the soaring cost of imports, despite the advantages of the weaker pound, which caused the devaluing of the pound and incomes policy last summer.

On the one hand, it is clear that maintenance of the present apparatus of exchange controls is a breach of the Treaty of Rome, of a kind which may be permissible for a weak currency but not for a strong one. On the other hand, the Bank of England is likely to argue for caution, on the grounds that the free export of capital to the EEC in effect means that sterling can be exported to the rest of the world as well, since exchange controls at EEC frontiers are much less effective than those operated at our own national frontiers. It is sterling's strong position in this, after so many years of protected isolation?

Probably the best solution would be a compromise, under which controls were lifted on "direct" investment—that is, the use of money to buy or create fixed assets in the shape of factories, offices or machinery—in other EEC countries, while retaining a more restrictive view of non-EEC investments, and of "portfolio" investments (the movement of money not linked to the creation of fixed assets,

The very module of a modern misconception

An occasional series on new words and new meanings.

Modules are modish. The man who lets them drop with a splash in his prose informs his audience or readers that he is Au fait with the latest clichés of modern thought. He may not convey much else, however, except, of course, esteem for his trendiness. Module is a term of architecture that has been widely and loosely adopted as a metaphor by less concrete sciences. For those of us who tend to trip over modules, here follow the principal modern uses of the word.

1. In architecture a standard unit of measurement used to create proportional relationships between parts and the whole. For example, in the classical orders, the semi-measure of the column is the base of the shaft is the unit of length by which the proportions of the parts are expressed.

complete in itself but bears a definite relationship to the other units.

6. A unit or period of training or education. Modular is also popular in the new education jargon. For example, the Welding Institute is offering "Modular courses in welding engineering: the basic course will consist of three full-time residential modules as shown schematically below". Below are drawn three boxes containing details of the curriculum.

7. In mathematics (hold tight; not for weak heads): originally a set that is a subset of a ring and is closed under addition and subtraction; now usually defined as a commutative additive group whose elements may be multiplied by those of a ring, the product being in the group and the multiplication obeying the associative and distributive laws. Selah.

8. In engineering the pitch diameter of a gear wheel in millimetres (or inches) divided by the number of teeth.

9. In printing design: a box. The layout of *The Times* is now modular (organized in little boxes) instead of linear (more flexible, less pretty).

10. In fashionable unspecialized discourse: a class, a group, a subgroup.

A recent advertisement was using meaning number 10 when it stated: "Practical involvement in management training is essential, and exposure to presentation of financial modules would be an added advantage." Presumably financial modules equal accounts; and what is being asked for is somebody who has had experience of presentation them. In *The Times* we hold occasional meetings between people interested in the same subject; what you could call a section of a speaker's list can operate as an independent unit.

5. In computerese: one of a number of distinct, well-defined units from which a computer programme may be built up, or into which any complex process or activity is analysed (usually for computer simulation), each of which is

The Why, When, Where and How of Hine Cognac

Where Hine?

Hine (pronounced to rhyme with the English "fine") comes from Jarnac, at the very heart of Charente where the best Cognacs originate. From there Hine finds its way to the heart of Cognac connoisseurs around the world, because Hine has a special appeal to the connoisseur of Cognac.

Each Hine designation has its own pleasure: ★★ on its own or with a mixer in convivial gatherings is available in most parts of Britain. The rarer Hine Antique and Hine OV are not so easily available. But if you seek you will find.

Hine VSOP is naturally available in all good hotels and restaurants where fine Cognacs are served. You might like to start a connoisseur's journey into the finer areas of Cognacs with Hine VSOP.

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For an informative leaflet on Cognac, send a postcard to: Dept. TX 6th Floor, 1 Oxendon Street, London SW1Y 4EC.

Some wine merchants here are said to be introducing computers which, when customers feed into them their planned dinner party menus, will print out a selection of suitable wines to accompany the food.

Apart from potential embarrassment (what if the computer exclaims: "Yuck" as you reveal your intention to serve curried brains with cranberry sauce?) This is a further step down a road at whose end we shall find that we no longer have to take any decisions about anything.

A machine being advertised on television as a suitable Christmas gift is another computer, or rather a sophisticated clock, which times the rate you eat your food. Based on this premise that people who eat fast get fat, the machine will tell you when you ought to be taking your next mouthful if you want to keep your slender figure.

I wonder whether one day the imagination of America's gadget manufacturers will turn, where they will run out of ideas for machines to fulfil functions that we never knew needed fulfilling? There is no sign of it happening so far: this year's Christmas catalogues are as full as ever of ingenious devices for the housewife who thinks she has everything.

Looking back, I suppose it was the electric toaster that

started the rot. Nobody who has a grill and a pair of hands needs an electric toaster. It saves no appreciable time, though it will, if functioning properly, prevent the occasional charring. Yet I imagine that now few American homes without one.

The thinking behind the toaster is the same as that behind an implement being heavily promoted on television this year—the doughnut maker. This is a device, rather similar to a waffle iron, which will cook up to six doughnuts if filled with the proper batter. Americans have been cooking fine doughnuts for years without them.

Or take eggs. You could fill your kitchen (we could certainly fill ours) with rather smallish gizmos for performing specific tasks. There are boxes for holding them, gadgets for piercing a hole in one end before boiling, and other gadgets for timing the boil. When the eggs are cooked, the gizmo-eater can snip off the end with a pair of egg scissors, gold plated and with the model of a hen on the handle.

If the egg is hard boiled there are tools for slicing it neatly through the middle, or making it square. Or it can be turned into a pale mush in one of those all-purpose mixers, choppers, grinders and general

destroyers which are the fashion in high-class kitchens.

There are pans designed for egg poaching, or flippers to enable you to poach them in ordinary pans, there are rigs for frying eggs, and even devices for separating the yolk from the white—a function best performed with the two halves of the shell. Yet all anyone really needs to cope with eggs is a saucepan, or a frying pan, and a spoon.

Outside the kitchen, the bedroom is fertile ground for gadgetry. Among those offered this year are a clock which projects the time on the ceiling, to save you turning to your bedside time piece to look; a television set whose screen swivels through 90° so you can watch it lying on your side; and a clock with a lighted up for writing in the dark (useful for film critics).

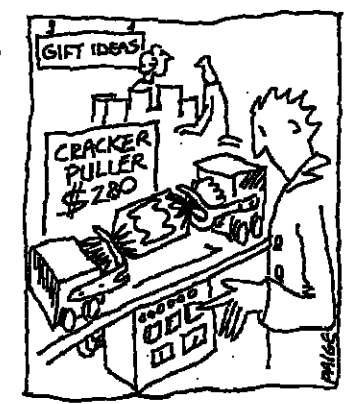
Ingenious you would call it (desperation) is apparent in the gadget suggestions in the Christmas advertisements. How about a water bug shaped like a fish which gulps down your pour out the water? A conversation piece at table or bar is how the advertisement describes it. But I think it more likely to leave people speechless. If they are completely overcome, you can always let them know in the latest style of bed, which is shaped like a giant gym shoe. The gift "for that special

someone", according to the ad, is a paperweight shaped like a horse's hindquarters, "sure to bring a laugh to any get-together". Who do you know who needs a brass bracelet bearing the legend "Daddy, I'm poor"? If it parodies rather than lack of confidence is your partner's problem, give him or her a pocket-sized bug detector, which lights up if the insect is nearby.

Other suggestions may be cured by a machine giving off a neutral noise which is not in itself unpleasant but which blocks out other irritating noises. Or your friends.

You may find solace in contemplating a less complex remedy—a high-rise squander which allows the fish to swim up and down instead of from side to side. I am unsure what manual assistance would be cured by tucking into the milk chocolate telephone which one local store is advertising. But even here, these might prove the most acceptable of all.

Talking about fast foods, the perennial dispute about how good (or bad) they are for you, and particularly for children, is having another airing here. Some schools in New York are going to begin serving hamburgers, pizza and the like for lunch, simply because pupils will not eat the standard school fare in Britain.



David W...

Comm...
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rival po...

Philip Howard

LEAPMAN IN AMERICA

The aim is to lure the children away from the local fast food chains. Inevitably, though, some parents complain that to serve hamburgers encourages bad eating habits in the young, as well as not giving them enough nutrition.

To satisfy the latter objection, the schools will make the snack foods from nutritionally enriched ingredients, to supply the energy needed for sports games and vandalism. They will also serve salads, which few will probably eat. The choice between giving children what they will accept and what they ought to have has never been resolved, here or anywhere.

Fast foods are blamed for many of the nation's evils, and in Texas they are responsible for introducing a new and rare kind of crime. Thieves are stealing vats of "red" cooking grease from behind restaurants and cafes, selling them for \$30 a barrel.

The grease is put outside the restaurants to be picked up by rendering firms. Ultimately it is refined and used in the manufacture of things such as soap and plastic. Some schools are happy to accept the grease at cost from the thieves, who are said to be able to make as much as \$50,000 a year from the racket. Good old American enterprise!

Good old American enterprise!



COURT CIRCULAR

BUCKINGHAM PALACE
December 3: The Duke of Edinburgh, attended by Mr Richard Davies, arrived at Eastleigh this evening from Jamaica in an aircraft of The Queen's Flight.

YORK HOUSE

December 3: The Duke of Kent, as Chancellor, today presided at the ceremony for the Conferment of Higher Degrees at the University of Surrey, commander Richard Buckley, RA, was in attendance.

The Queen has agreed that Victor Frederick William Cavendish-Bentinck and Victoria Barbara Cavendish-Bentinck shall enjoy the same title and rank as the Duke and Duchess of Devonshire, a dukedom would have been due to them had their father, William Cavendish-Bentinck, survived his kinsman, William Arthur Henry, Duke of Devonshire, and succeeded to the title of Duke of Portland.

Birthdays today

Lord Chalfont, 58: Sir William Woodhouse, 65: Miss End M. L. E. 71: Major-General H. R. B. Fothergill, 73: The Earl of Londonderry, 72: Lord Nathan, 75: Lord Rotherwick, 65: Dame Mary Smilgton, 75.

Latest appointments

Professor A. J. Buller, Professor of Physiology and Dean of the Faculty of Medicine at Bristol University, to be chief scientist in the Department of Health and Social Security in succession to Sir Douglas Black. Dr. J. C. A. Hardy to be Keeper of the map room at the Royal Geographical Society in succession to Brigadier R. A. Gardiner.

Today's engagements

The Duke of Gloucester attends reception given by the Royal Warrant Holders by Association, Goldsmiths' Hall, 6.20. The Duchess of Kent, President of the Royal Smithfield Club, visits Royal Smithfield Show, Earls Court. Exhibition: Venezuelan stamps, Gibsons Gallery, 399 Strand, 9.45-4.30. Royal cartoon exhibition: Press Club, 100, 12-7. Exhibition: Christmas prints fair, Victoria and Albert Museum, 10.6.

Brussels tapestry makes £17,033 in New York sale

By Geraldine Norman
Sales Room Correspondent
Tapestries provided the highlight of the first part of Sotheby's Parke Bernet sale of furniture and tapestries in New York on Friday which totalled £195,181, the Earl of Londonderry's tapestry, 'The Wars of Venetian', which fetched some £17,033, was the most important tapestry, dating from about 1520 and depicting the Emperor Tiberius surrounded by figures and courtiers, had been withdrawn from the sale before the auction. The tapestry was estimated at £17,000 to £20,000 and fetched £17,033.

£50,000 winner

The weekly £50,000 Premium Savings Draw, announced on Saturday, was won by a VT 17251. The 25 £1,000 winners are:

1. 1N 66107	2. 4P 21934
3. 1N 66107	4. 1N 66107
5. 1N 66107	6. 1N 66107
7. 1N 66107	8. 1N 66107
9. 1N 66107	10. 1N 66107
11. 1N 66107	12. 1N 66107
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19. 1N 66107	20. 1N 66107
21. 1N 66107	22. 1N 66107
23. 1N 66107	24. 1N 66107
25. 1N 66107	26. 1N 66107

Church news

Diocese of Chelmsford (Proctor of the Bishopric of Chelmsford) has been elected to the post of Bishop of Chelmsford.

Forthcoming marriages

Mr N. J. Chiswick and Miss A. O. Hamilton. The engagement is announced between Nicholas, only son of Mr and Mrs N. J. Chiswick, of Gloucestershire, and the late Mr F. W. Devonshire, of Windsor, and Julia, daughter of Group Captain and Mrs L. E. Francis, of Paris.

Mr S. H. Deronshire and Miss J. Francis. The engagement is announced between Stephen Harvey, son of Mr S. H. Deronshire, of Gloucestershire, and the late Mr F. W. Devonshire, of Windsor, and Julia, daughter of Group Captain and Mrs L. E. Francis, of Paris.

Dr C. T. Pease and Miss B. M. Richards. The engagement is announced between Colin, younger son of Dr C. T. Pease, of Gloucestershire, and the late Mr F. W. Devonshire, of Windsor, and Julia, daughter of Group Captain and Mrs L. E. Francis, of Paris.

Mr P. Richardson and Miss S. Nightingale. The engagement is announced between Paul, son of Mr and Mrs P. Richardson, of Gloucestershire, and the late Mr F. W. Devonshire, of Windsor, and Julia, daughter of Group Captain and Mrs L. E. Francis, of Paris.

Marriages

Mr D. P. Murdoch and Miss T. V. Meyer. The marriage took place on Saturday at Holy Trinity, Brompton, between Mr David Peter Murdoch, only son of Mr and Mrs Peter Murdoch, of Gloucestershire, and the late Mr F. W. Devonshire, of Windsor, and Julia, daughter of Group Captain and Mrs L. E. Francis, of Paris.

Rise of evangelicals brings liberal challenge

By Clifford Longley
Religious Affairs Correspondent
One of the ascendant stars in the religious firmament is the conservative evangelical movement, known on the other side of the Atlantic as Fundamentalism. The last election to the General Synod of the Church of England increased evangelical strength there, and evangelicals claim that at least half the present number of ordinands in training for the Church of England ministry are of their persuasion.

At the same time, and directly traceable to the leadership of the Rev John Stott, of All Saints, Langham Place, London, the evangelical movement has been attending to its credentials. The Congress at Nottingham this year signalled a shift towards greater social and political awareness, a greater understanding of other schools of churchmanship, and more concern with the intellectual underpinning of evangelical faith.

The movement is therefore in a buoyant mood to face one of the most serious challenges, not only to its integrity but to its right to be called Christian, a book which has just been written by Professor James Barr. After a thorough study of the movement, its leaders, and its literature he accuses it of exclusiveness, shallowness, rigidity and dishonesty. In short, its doctrinal position is "completely wrong" and its place within Christianity is therefore tenuous.

Professor Barr, described in a review of his book in the *Churchman* as "one of the most penetrating minds at work in biblical study in Britain today", regards the attraction of the fundamentalist-conservative evangelical position as being of psychological rather than of religious origin, the same mechanism that makes other allegedly sectarian groups a haven for those who need to feel different from, and better than, the average person.

To some extent his case is verifiable by the reception his arguments receive: if he is met calmly at his own level, he may have misjudged the evangelical temper completely, whereas if he is hysterically excoriated, he would be entitled to say "I told you so".

Churchman being an evangelical journal, and the tone of its review being moderate, it would appear that his charges cannot be true of the whole movement even if they have substance in some cases. Professor Barr was criticized in the *Church Times* for having ignored Mr Stott and his influence, and it tellingly quoted some of Mr Stott's words about the movement.

"They must acknowledge with shame that their treatment of Scripture seldom coincides with their view of it. They are much better at asserting its authority than they are at wrestling with its interpretation. They are sometimes slovenly, sometimes simplistic, sometimes highly selective, and sometimes downright dishonest."

Mr Stott was not short for saying so: indeed, he continues to be adulated as the high priest of the evangelical party. Refusal to be self-critical is not therefore a charge that can be made to stick.

Whatever criticisms can be demonstrated against evangelicals as a movement and haven for the insecure at the grassroots level, Professor Barr's attack on biblical fundamentalism does rebound to some extent against his own position of liberal biblical scholarship. For scepticism about the reliability of Scripture as a sure guide cannot invite the question: if religious faith is to be usable rather than purely academic, on what then can one rely to give a sufficient degree of certainty?

In other words: is liberal Anglican theology, saving through the branch on which it is sitting, thereby committing intellectual suicide in the name of intellectual honesty? He turns the heat on to the evangelicals, pointing out that, in doing it, but opens himself to this riposte from the *Churchman*:

Green, Honorary, CD, Deputy King's College, London, Dec 3: 1. 1N 66107, 2. 4P 21934, 3. 1N 66107, 4. 1N 66107, 5. 1N 66107, 6. 1N 66107, 7. 1N 66107, 8. 1N 66107, 9. 1N 66107, 10. 1N 66107, 11. 1N 66107, 12. 1N 66107, 13. 1N 66107, 14. 1N 66107, 15. 1N 66107, 16. 1N 66107, 17. 1N 66107, 18. 1N 66107, 19. 1N 66107, 20. 1N 66107, 21. 1N 66107, 22. 1N 66107, 23. 1N 66107, 24. 1N 66107, 25. 1N 66107, 26. 1N 66107, 27. 1N 66107, 28. 1N 66107, 29. 1N 66107, 30. 1N 66107, 31. 1N 66107, 32. 1N 66107, 33. 1N 66107, 34. 1N 66107, 35. 1N 66107, 36. 1N 66107, 37. 1N 66107, 38. 1N 66107, 39. 1N 66107, 40. 1N 66107, 41. 1N 66107, 42. 1N 66107, 43. 1N 66107, 44. 1N 66107, 45. 1N 66107, 46. 1N 66107, 47. 1N 66107, 48. 1N 66107, 49. 1N 66107, 50. 1N 66107, 51. 1N 66107, 52. 1N 66107, 53. 1N 66107, 54. 1N 66107, 55. 1N 66107, 56. 1N 66107, 57. 1N 66107, 58. 1N 66107, 59. 1N 66107, 60. 1N 66107, 61. 1N 66107, 62. 1N 66107, 63. 1N 66107, 64. 1N 66107, 65. 1N 66107, 66. 1N 66107, 67. 1N 66107, 68. 1N 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